

FIG. 1A

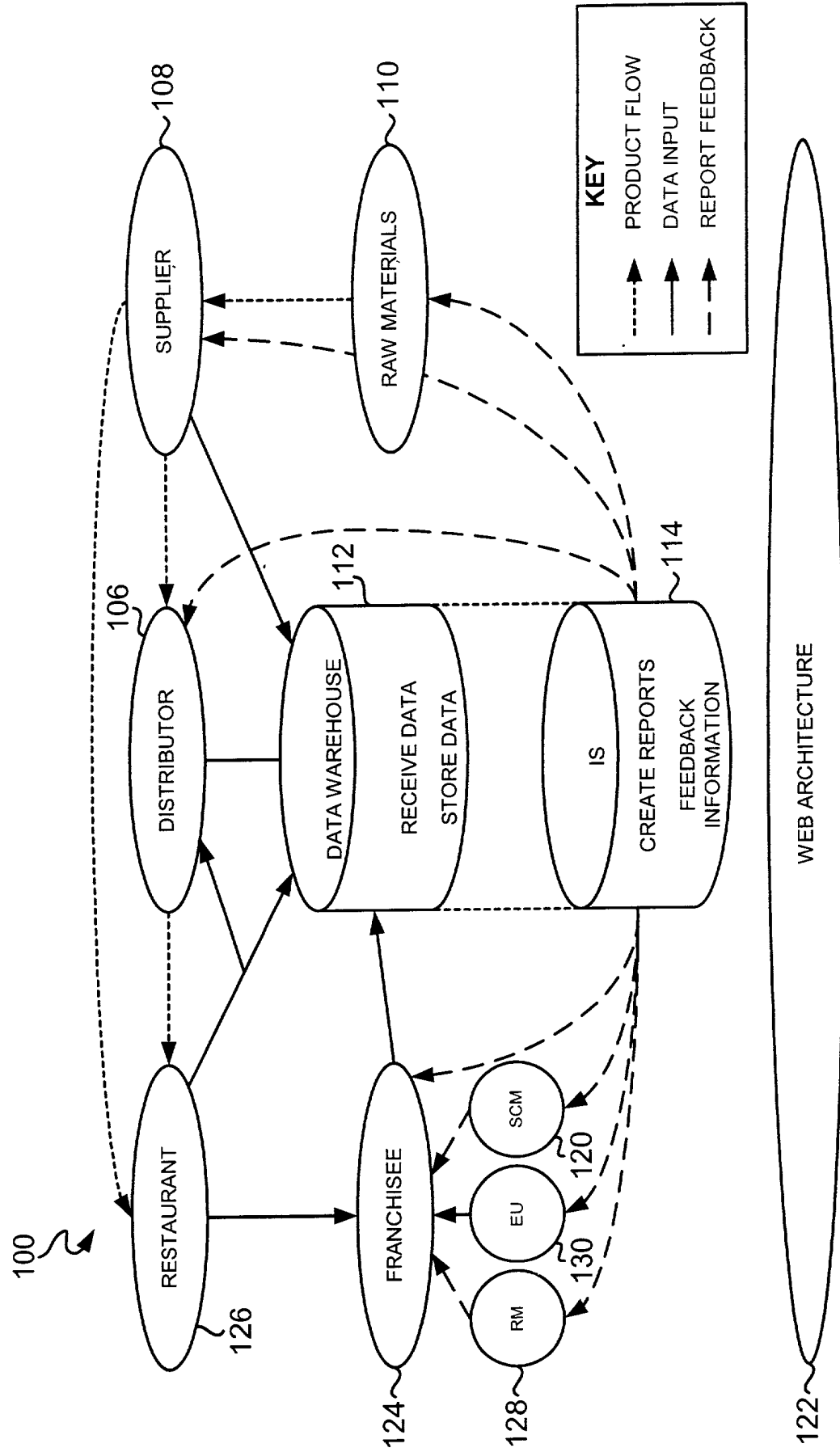
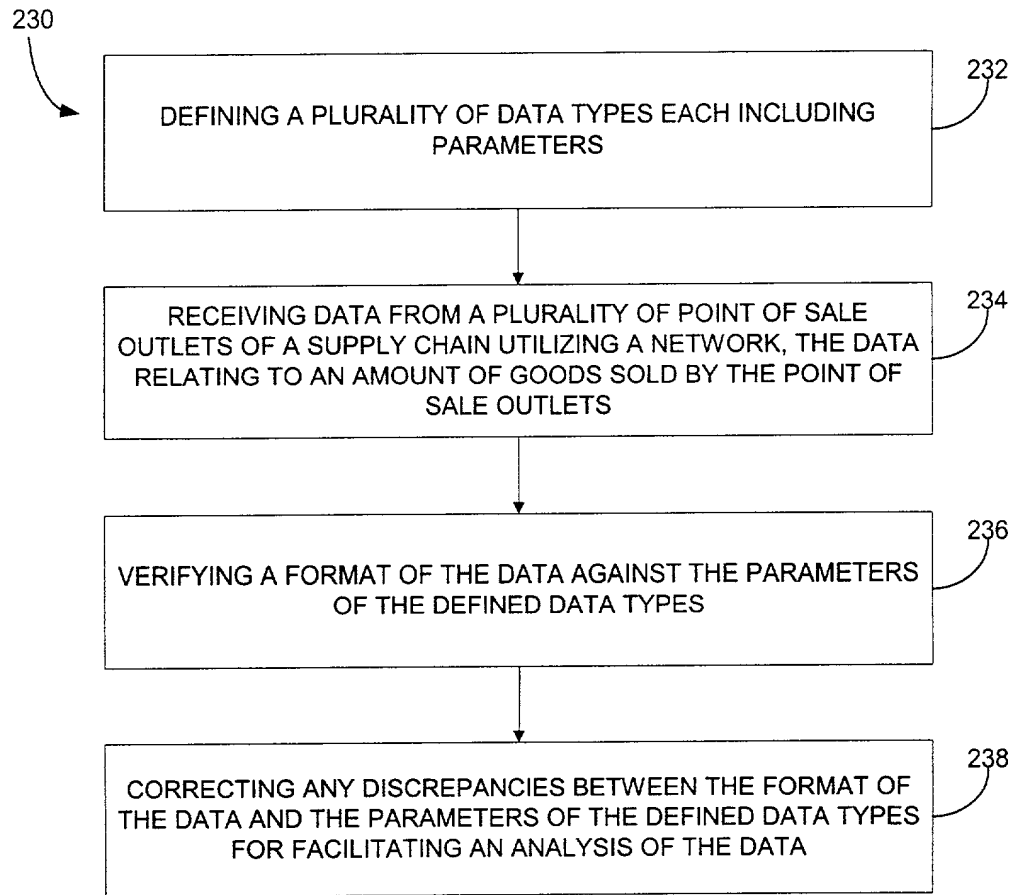
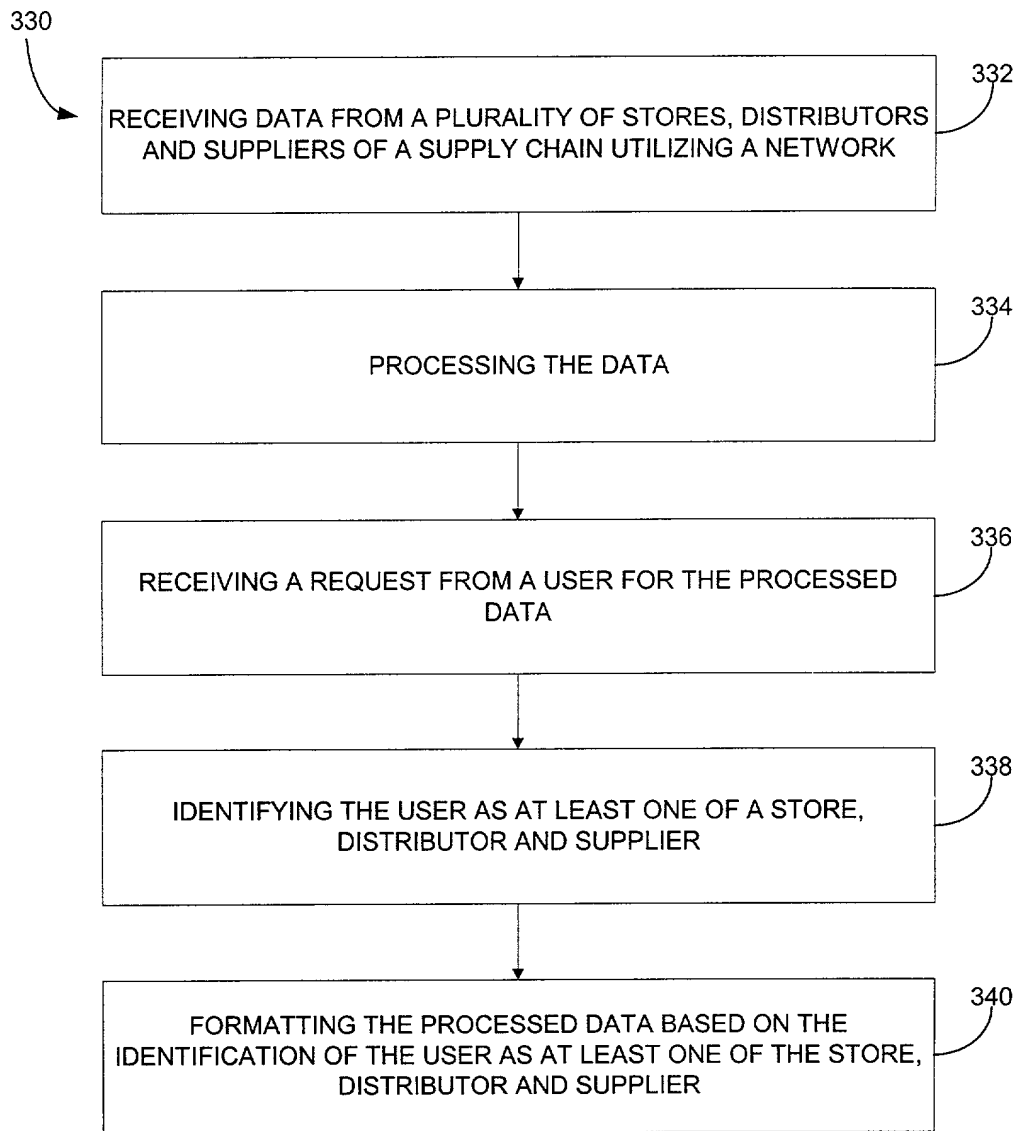


FIG. 1B



**FIG. 2**



**FIG. 3**



FIG. 4

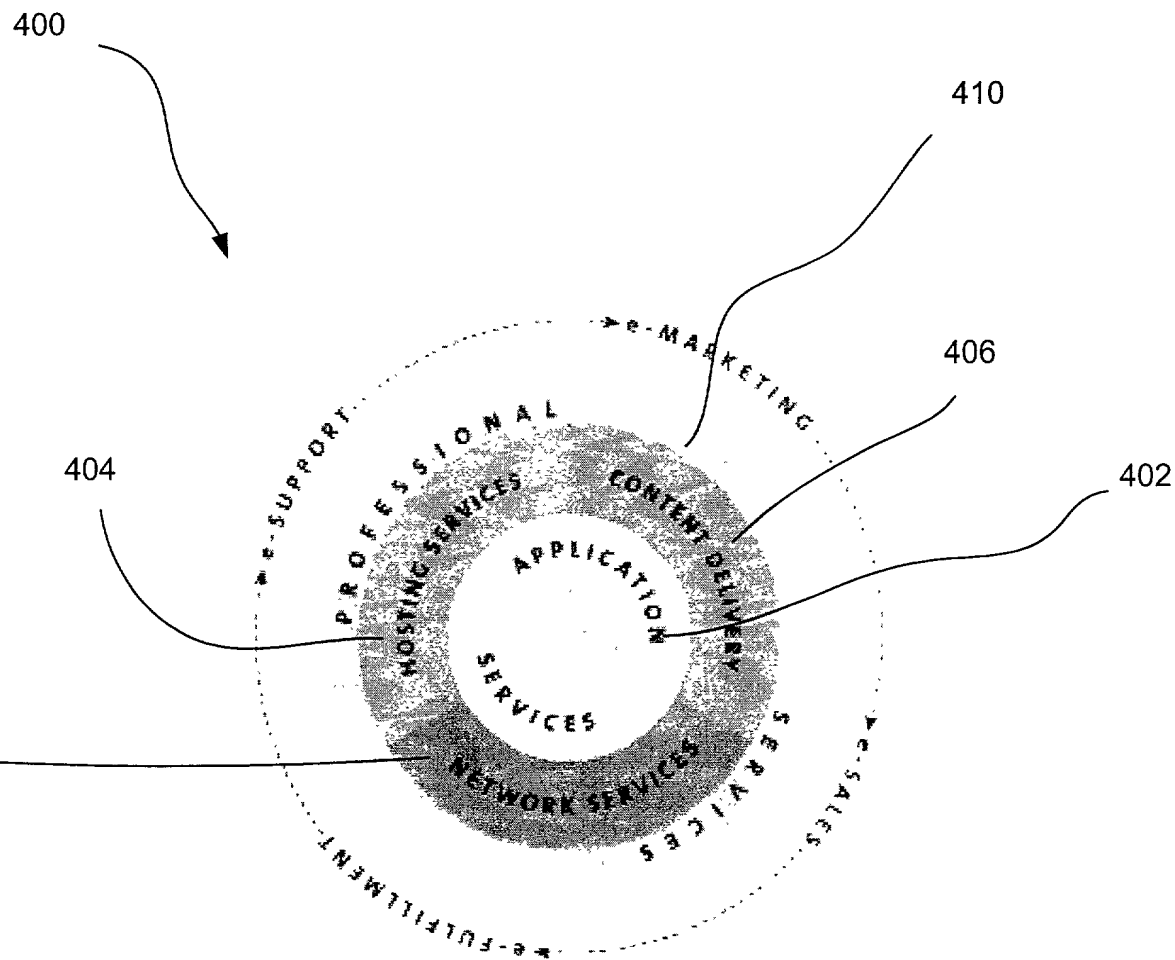
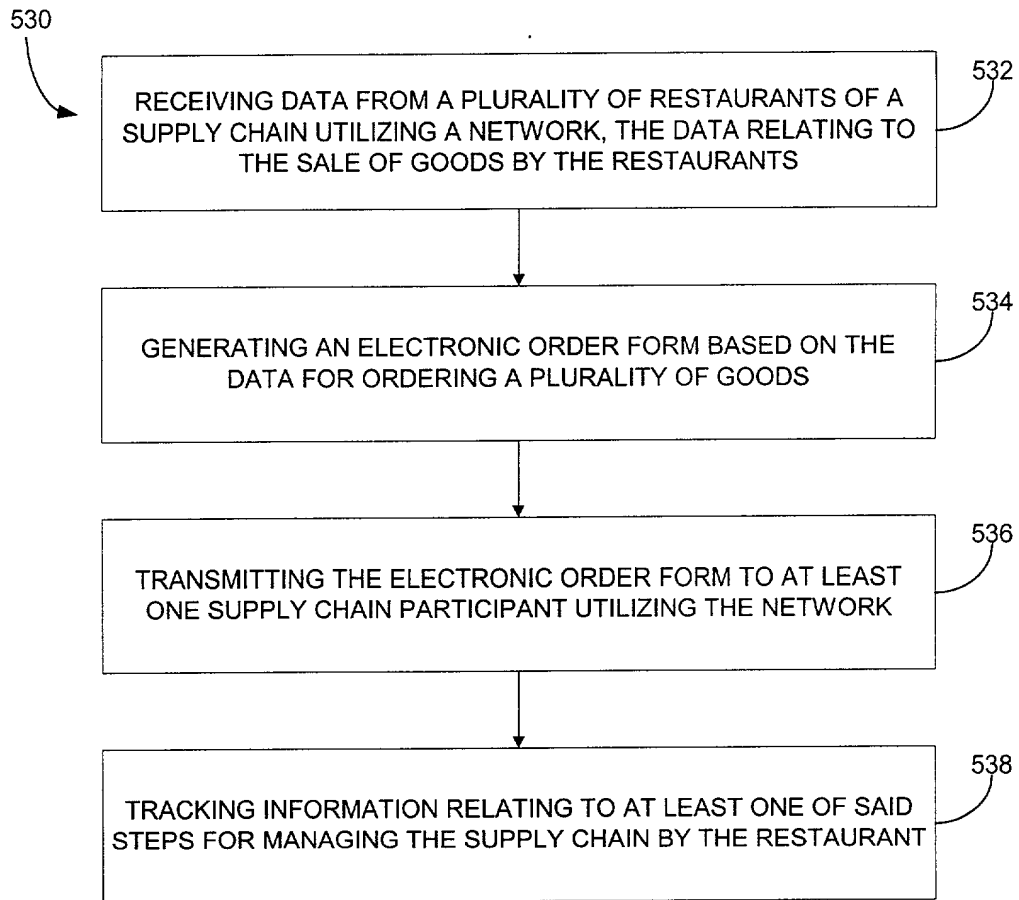
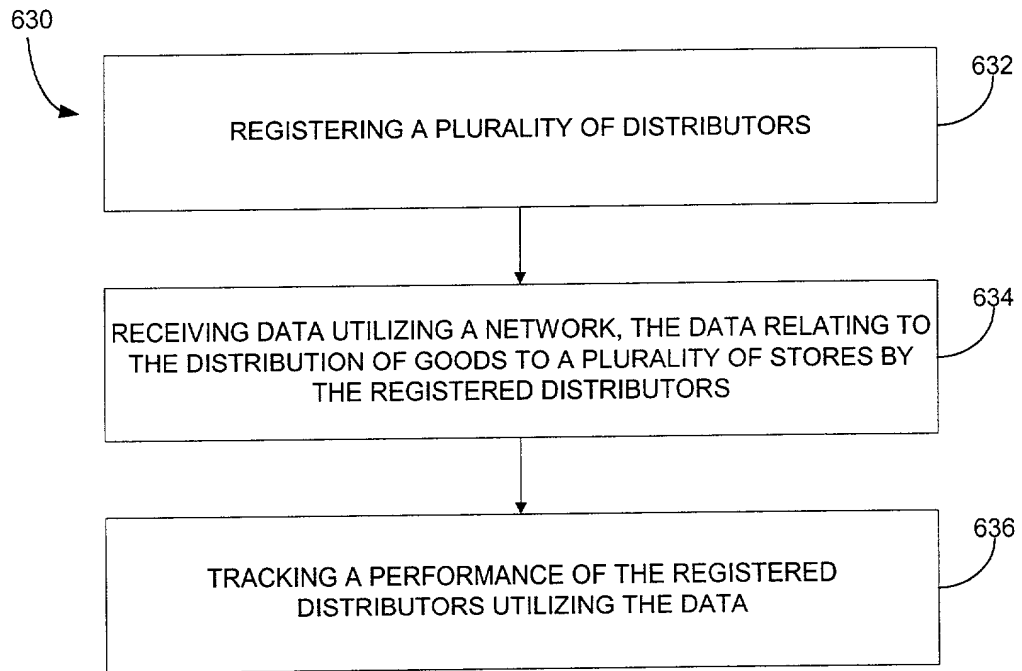


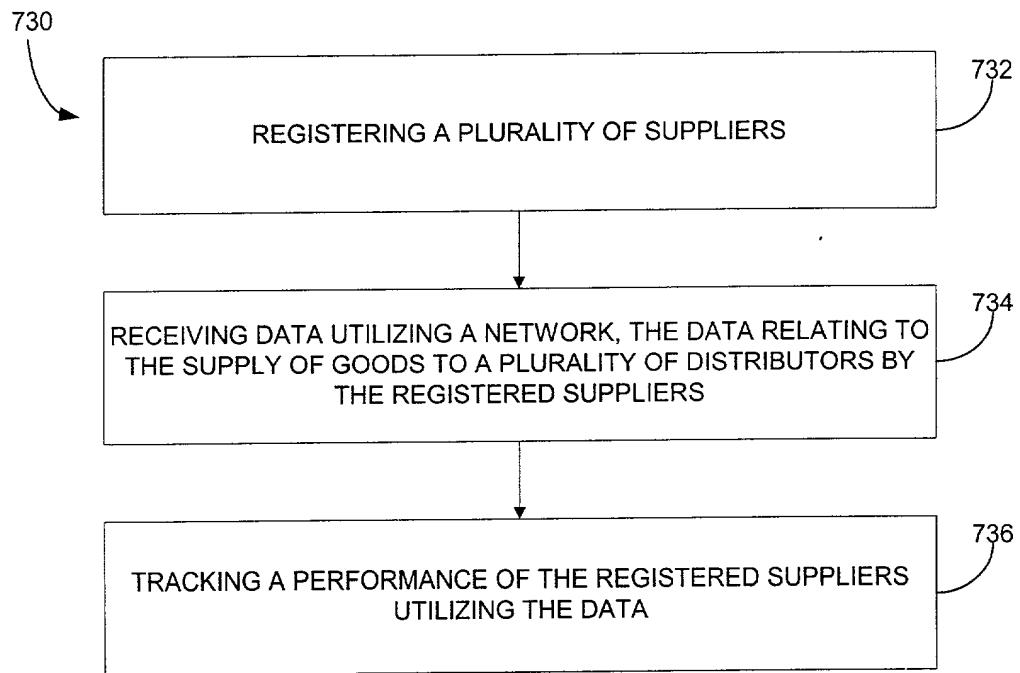
Fig. 4



**FIG. 5**



**FIG. 6**



**FIG. 7**

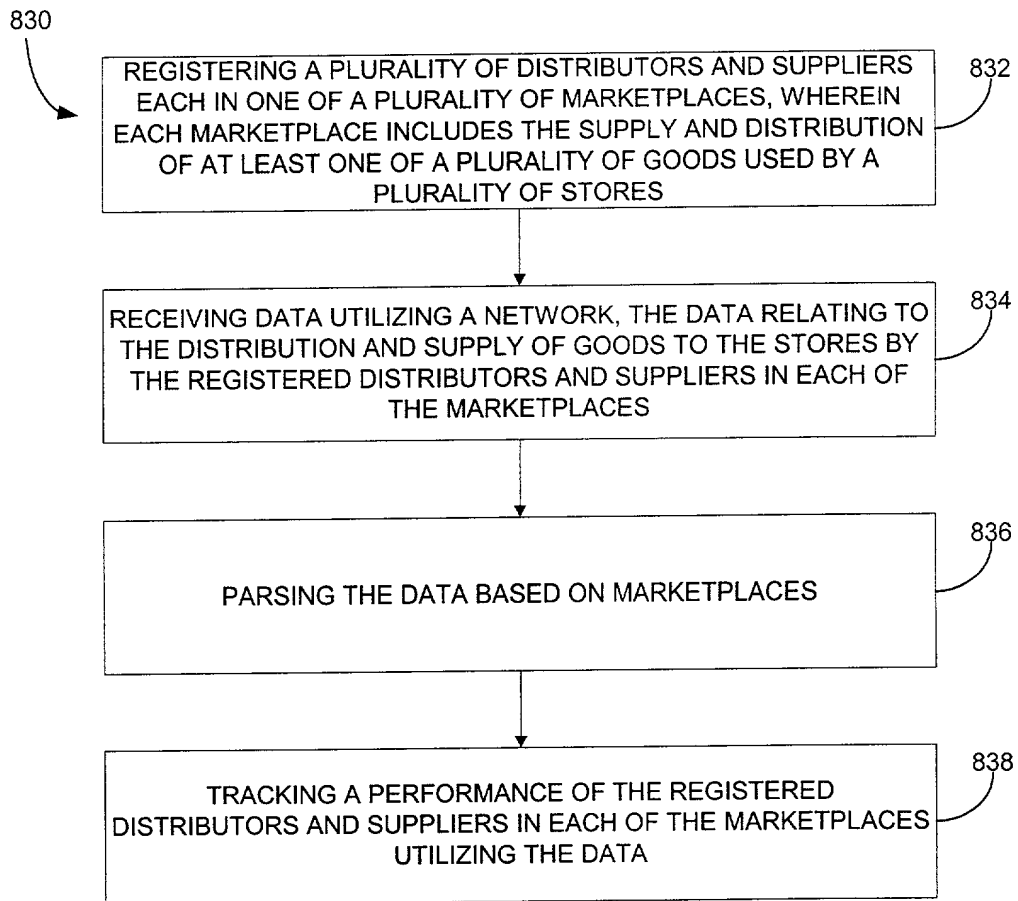
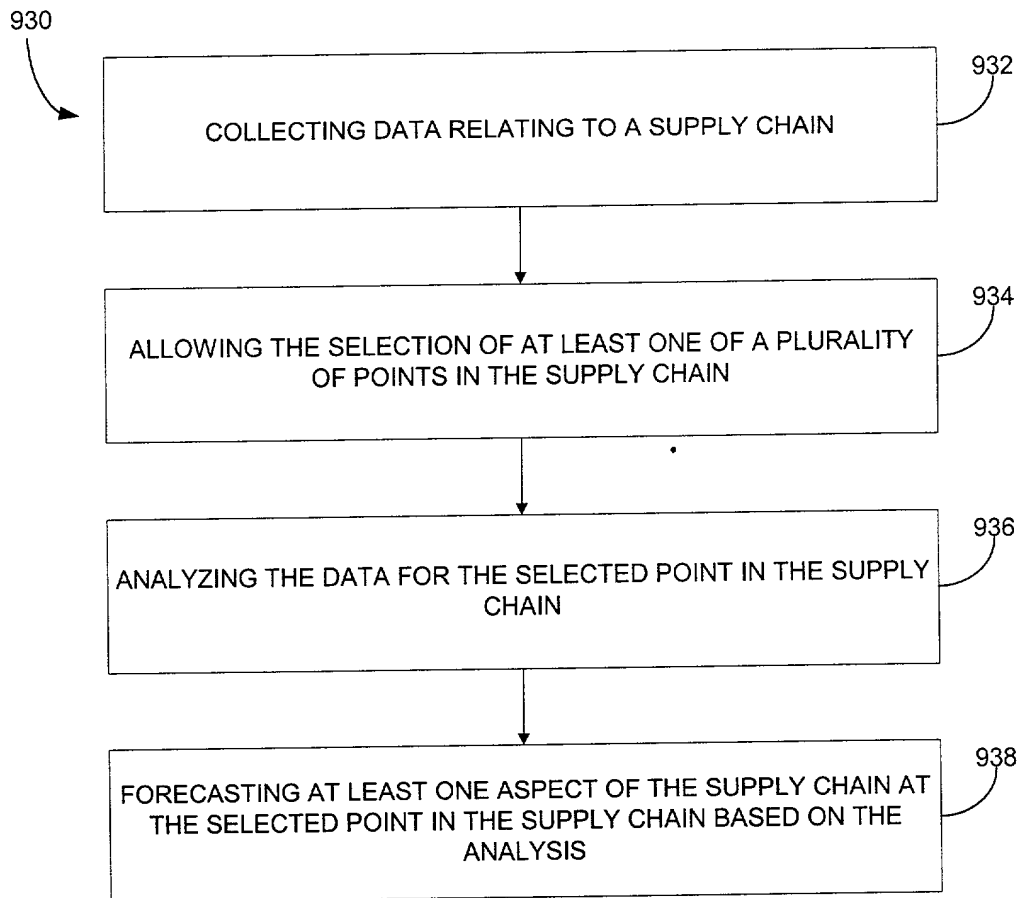
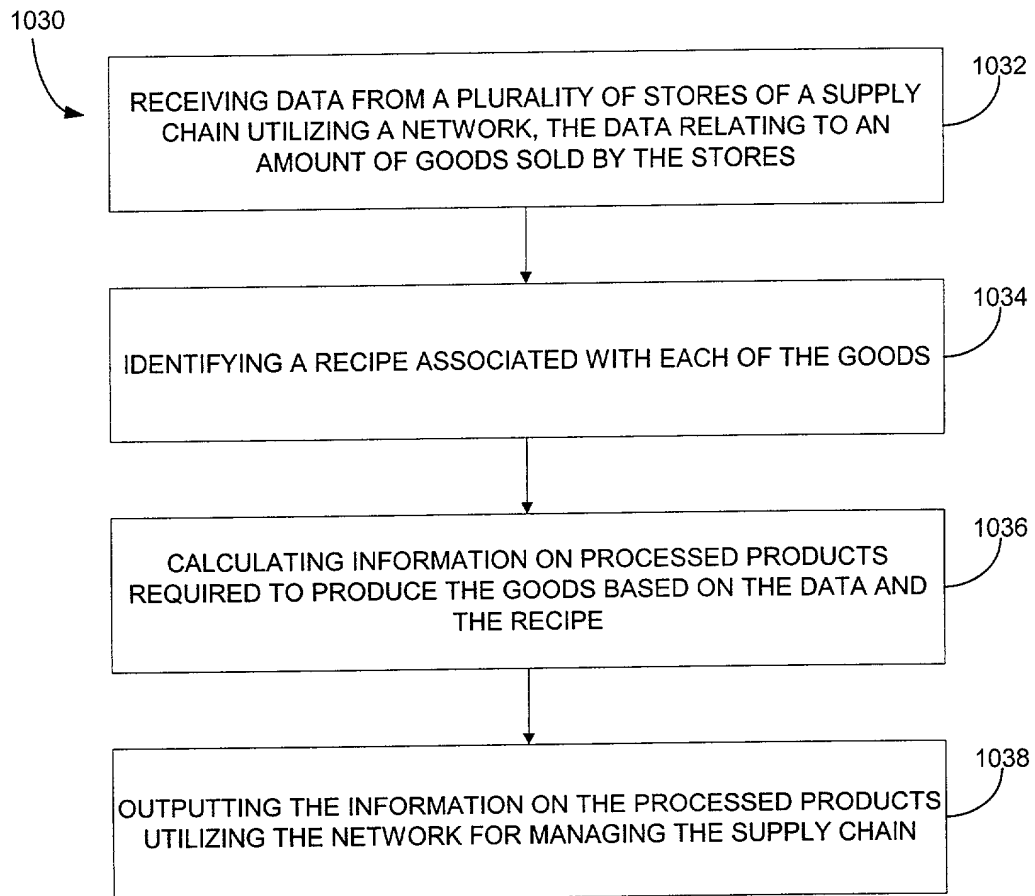


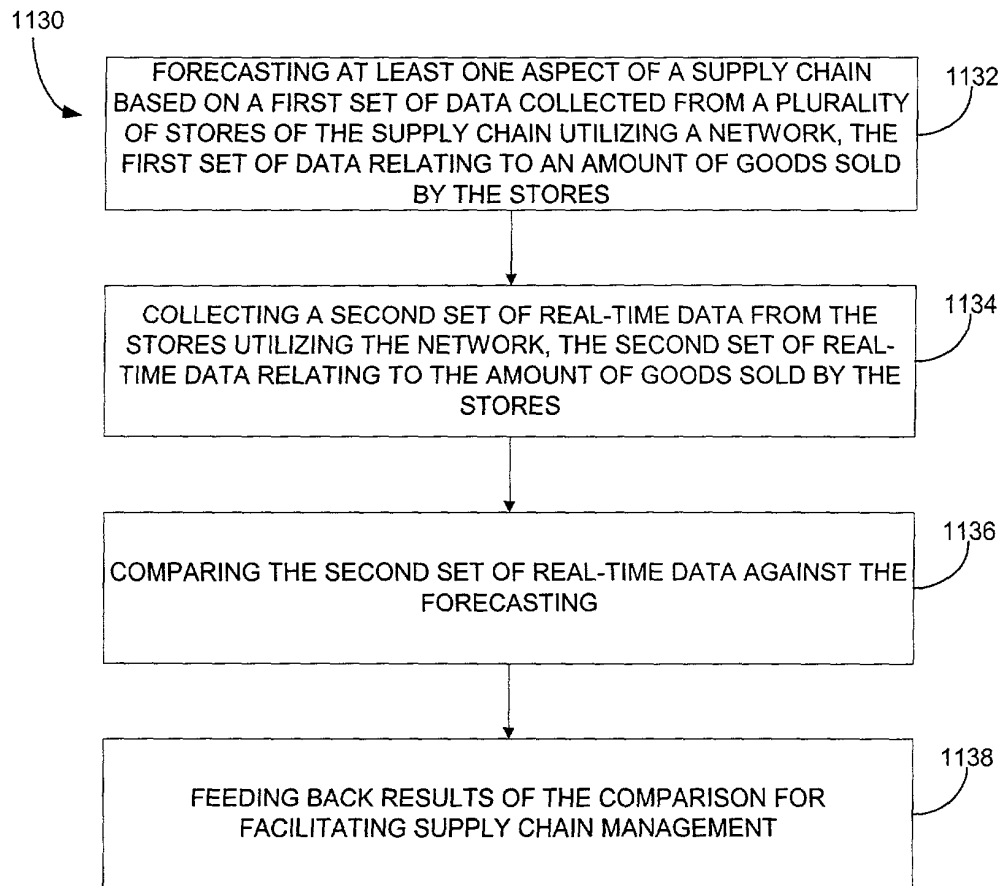
FIG. 8



**FIG. 9**



**FIG. 10**



**FIG. 11**



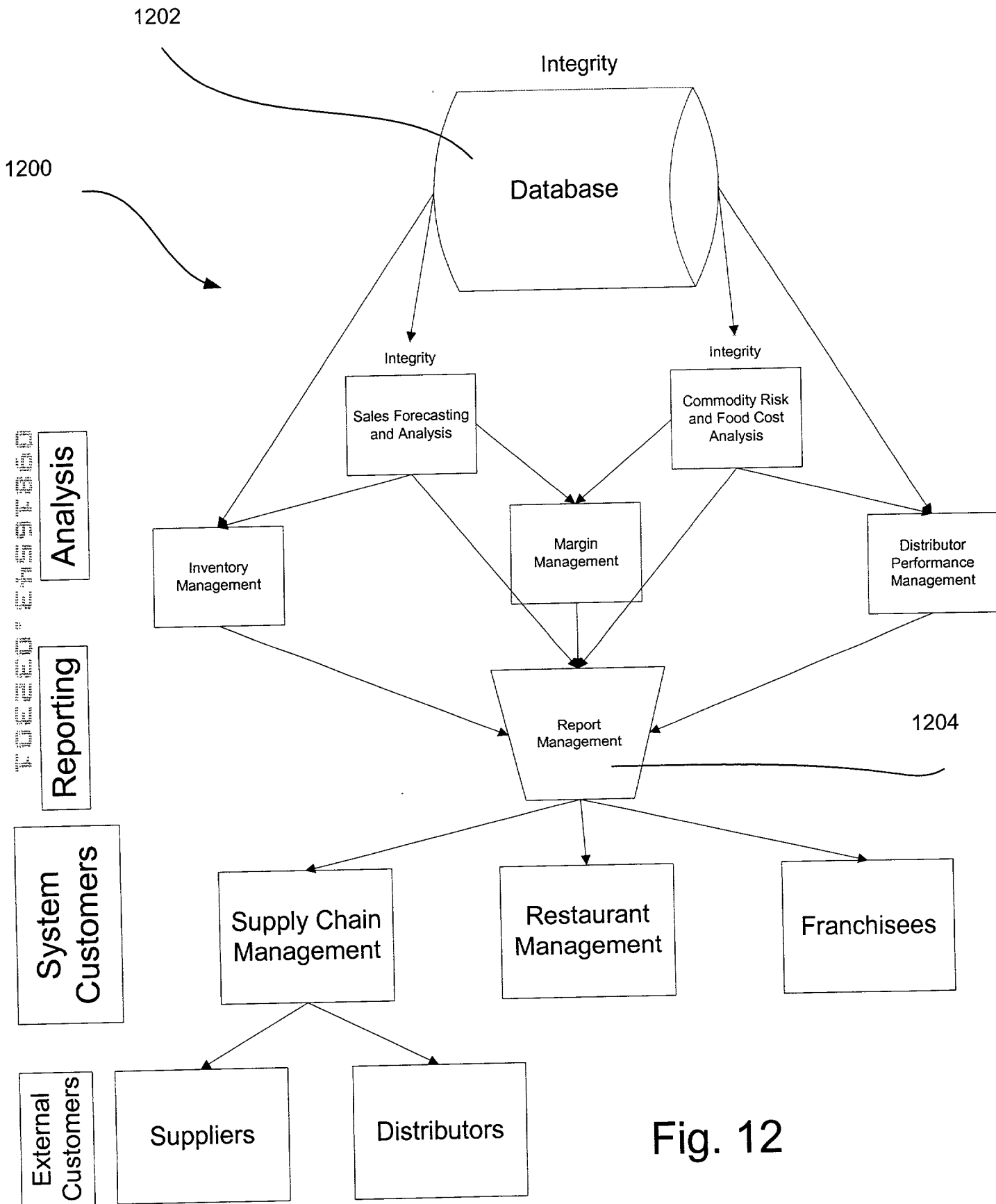
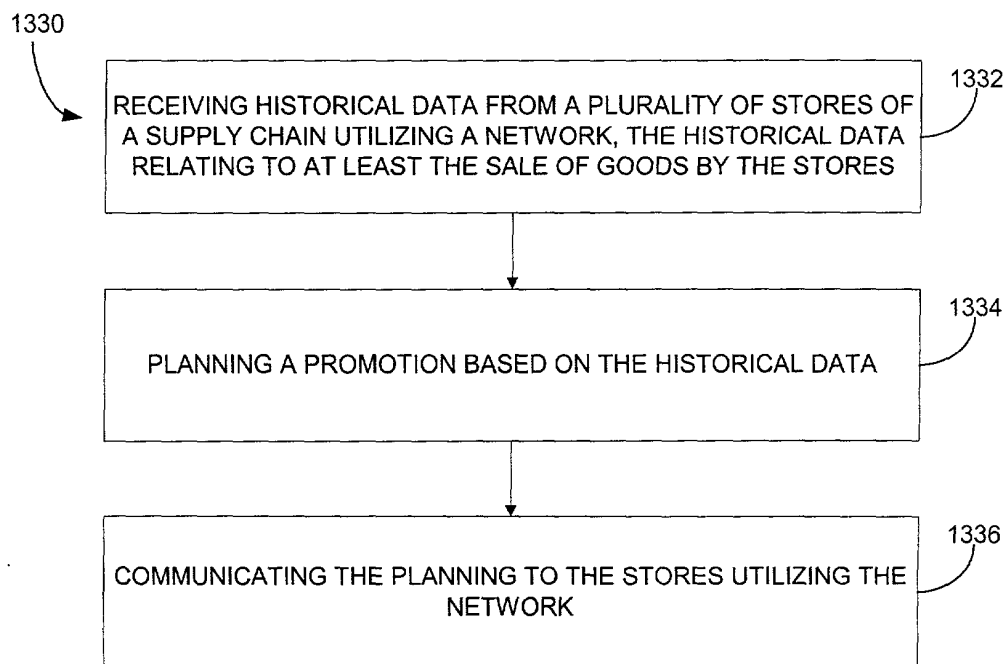
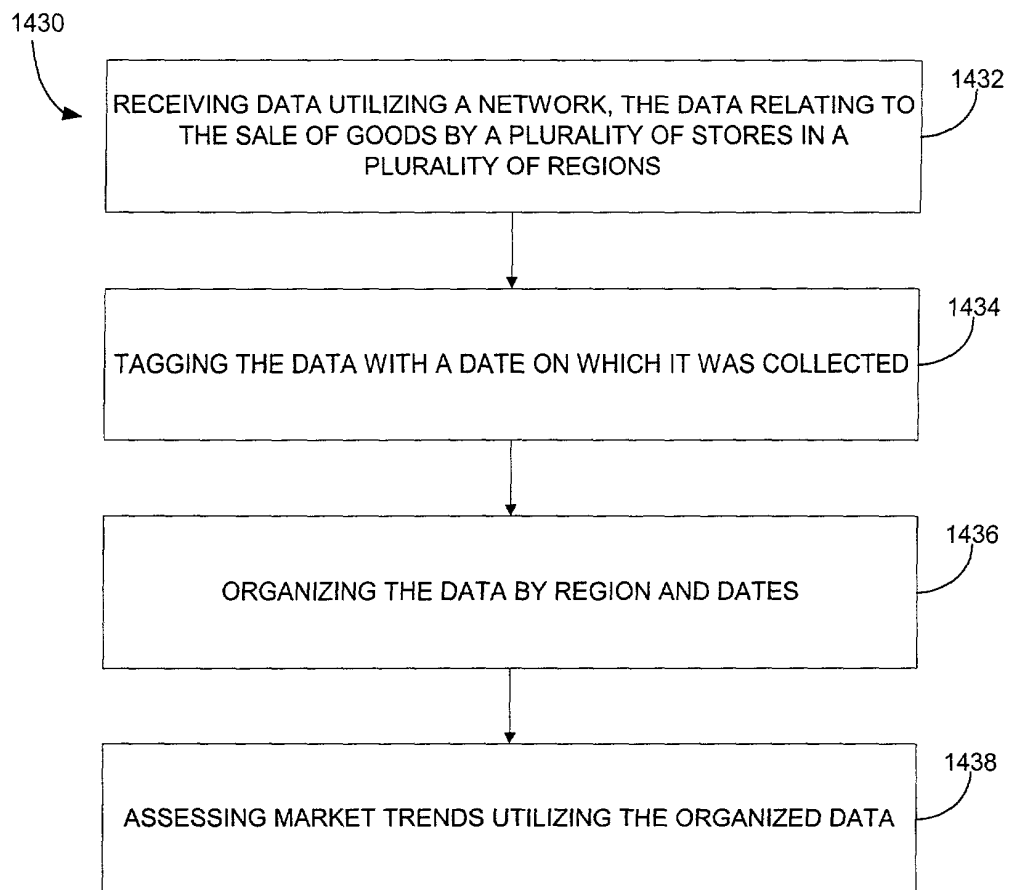


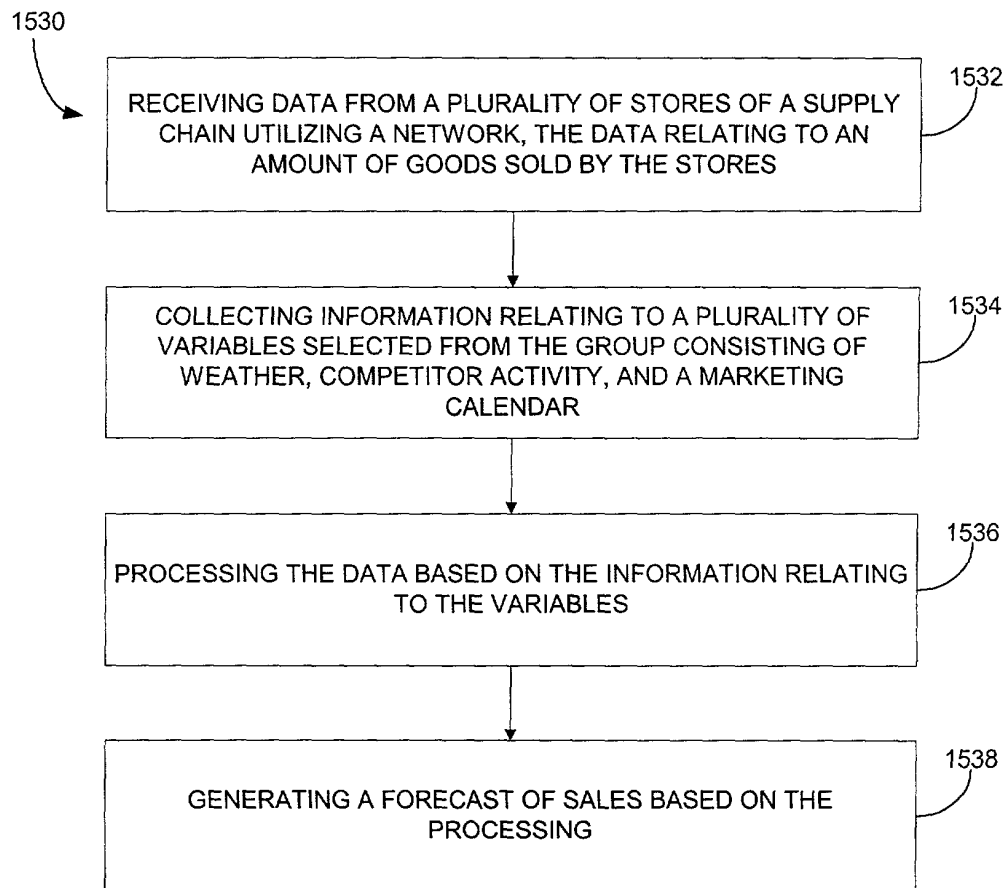
Fig. 12



**FIG. 13**



**FIG. 14**



**FIG. 15**

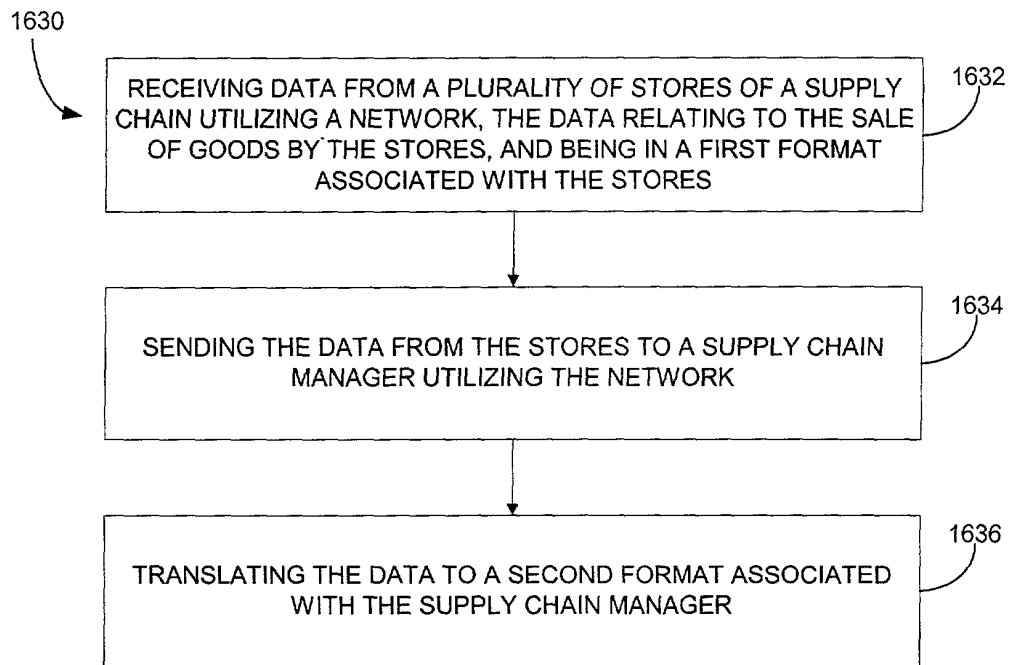
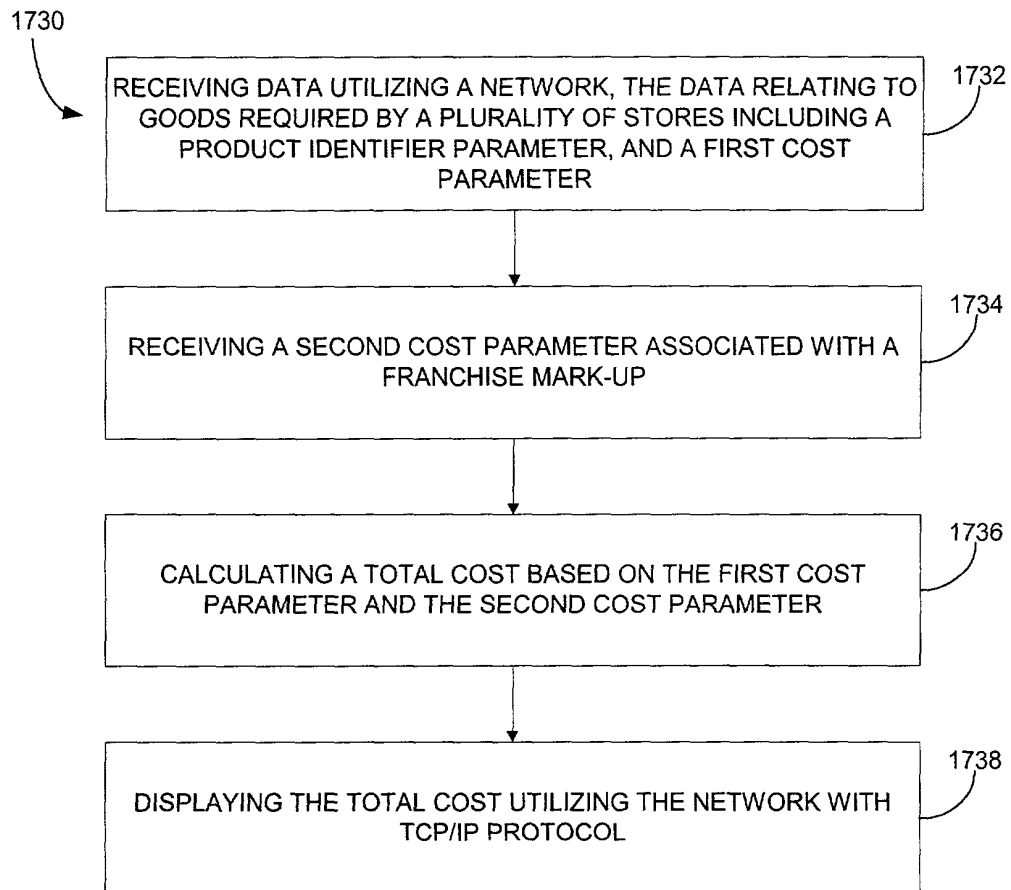
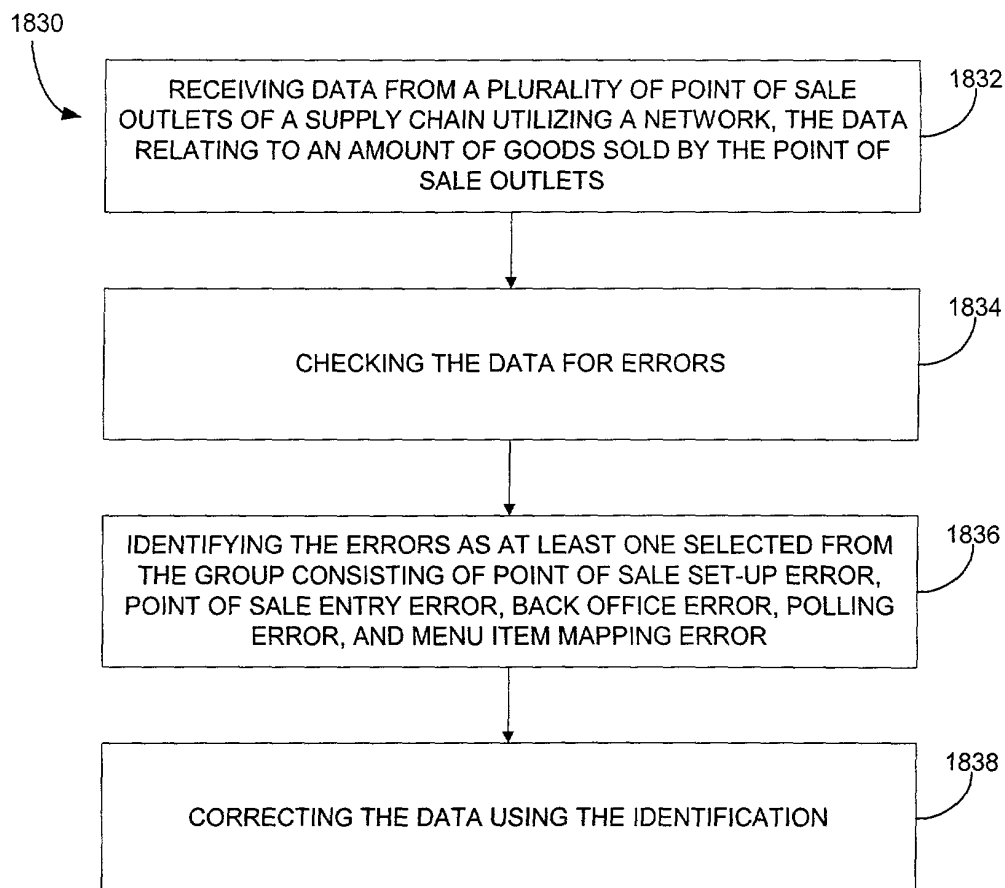


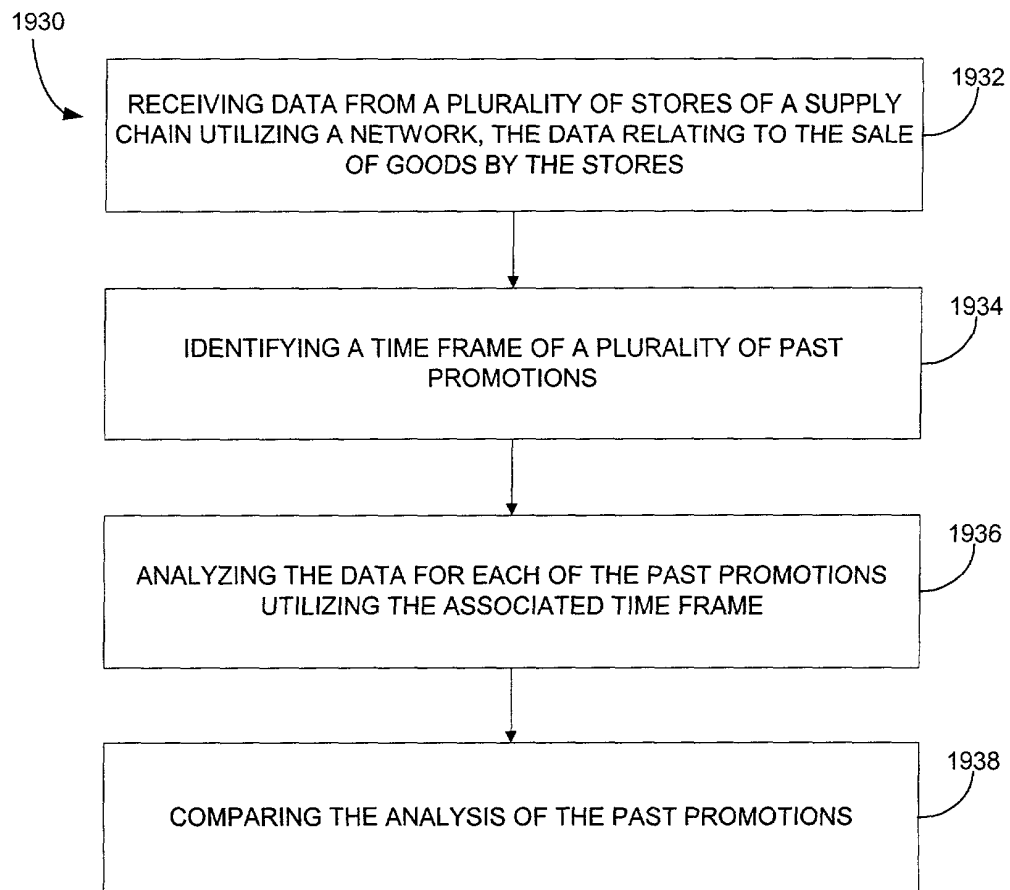
FIG. 16



**FIG. 17**



**FIG. 18**



**FIG. 19**



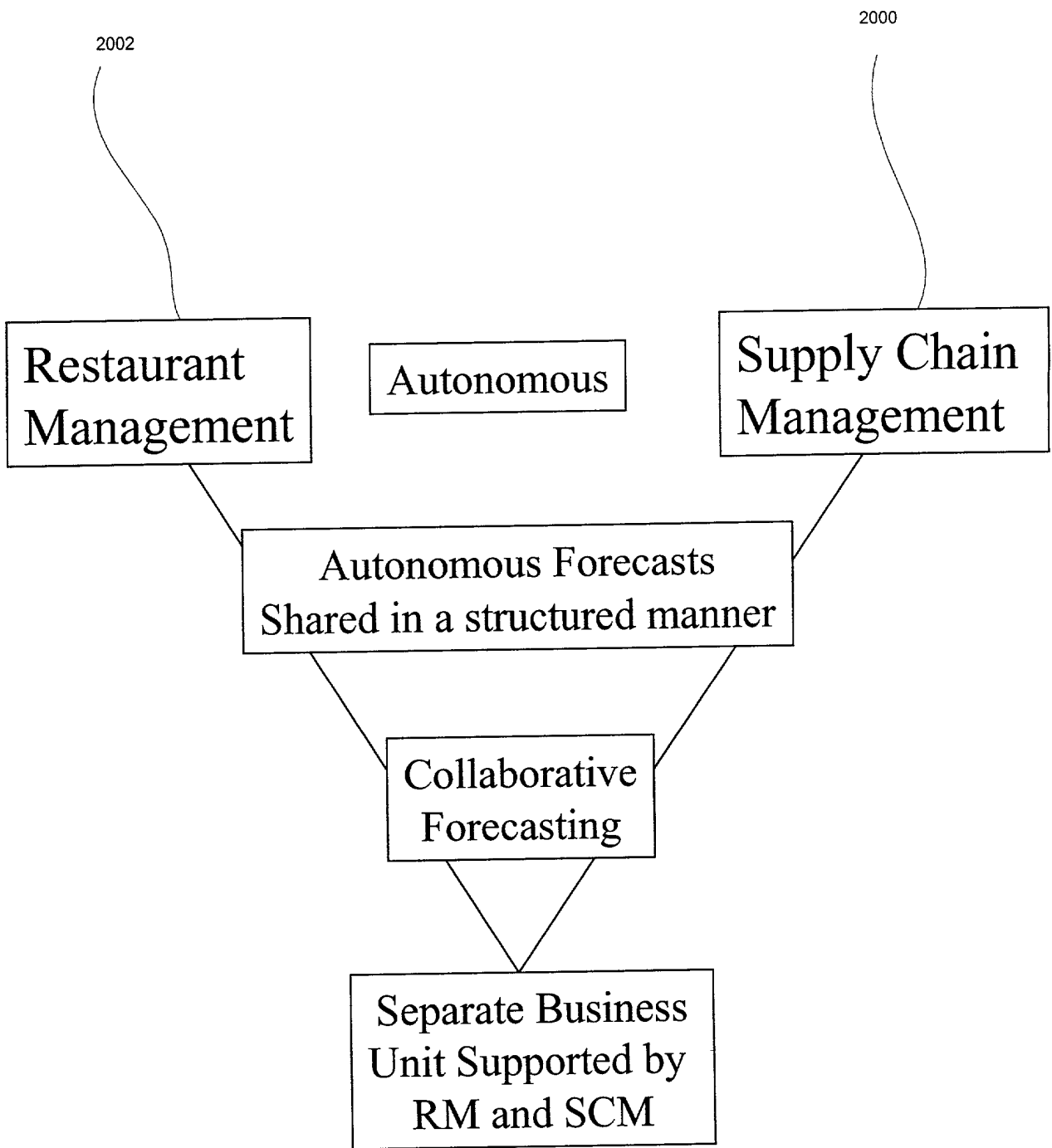


Fig. 20

2102 2104

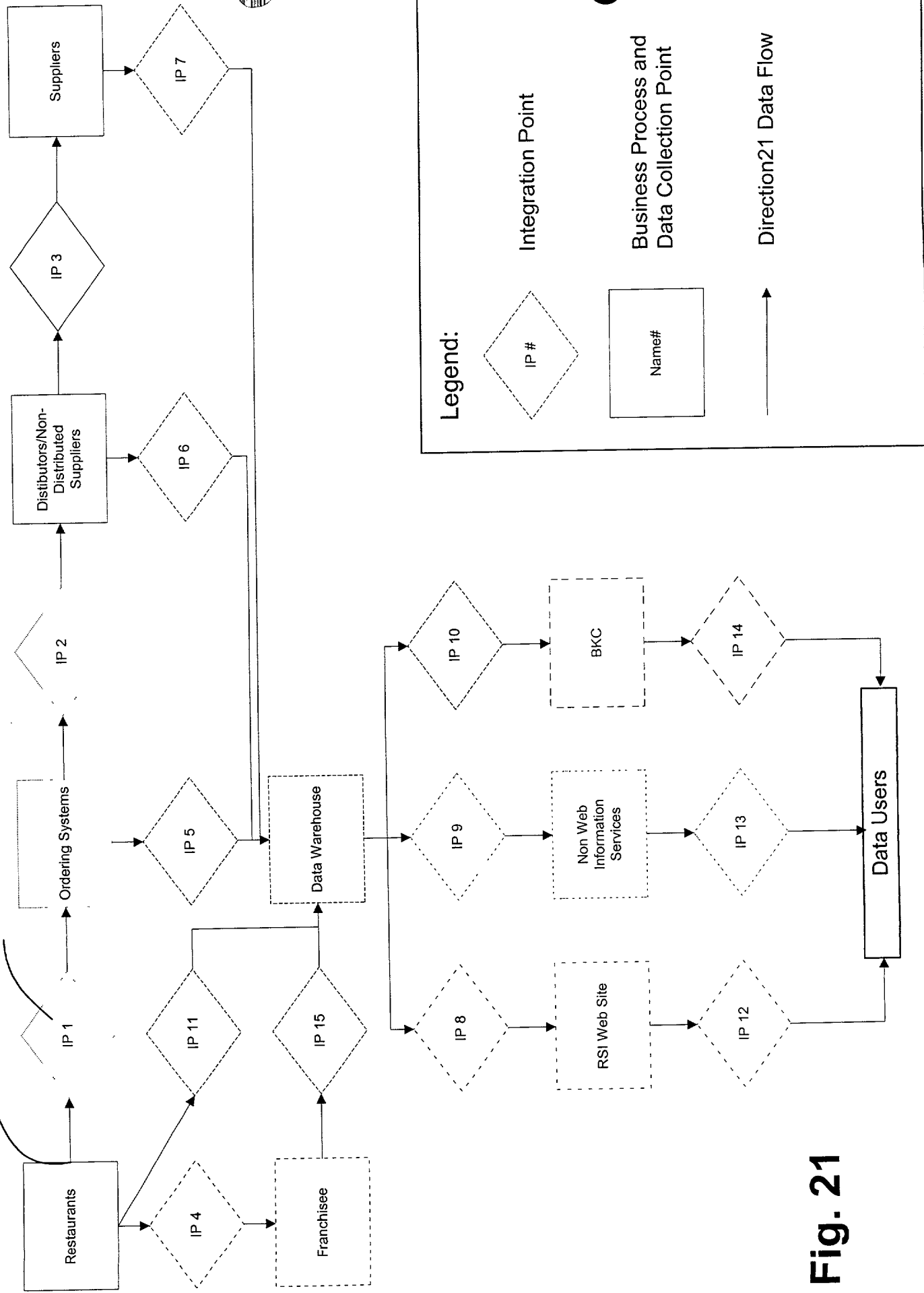
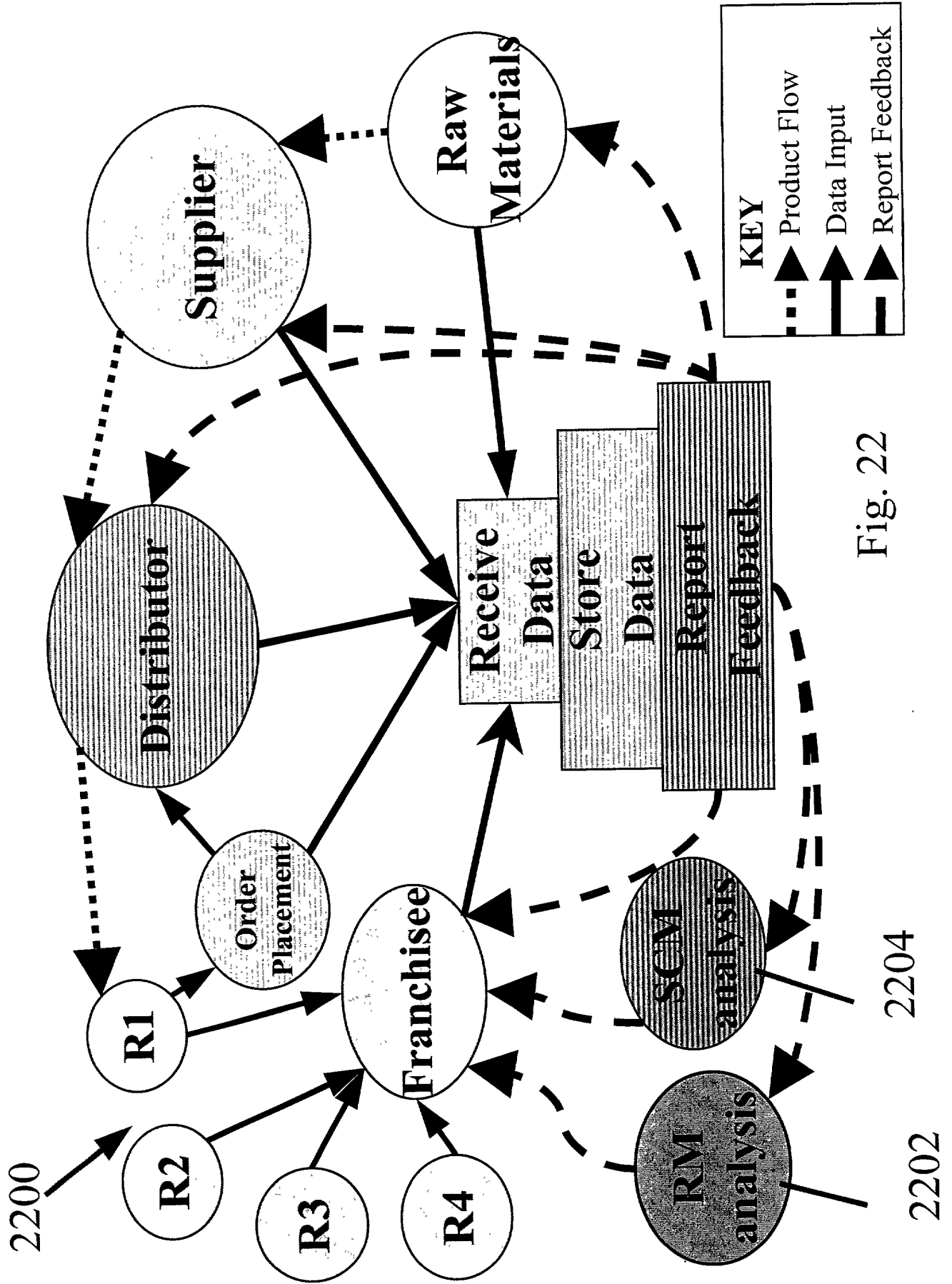
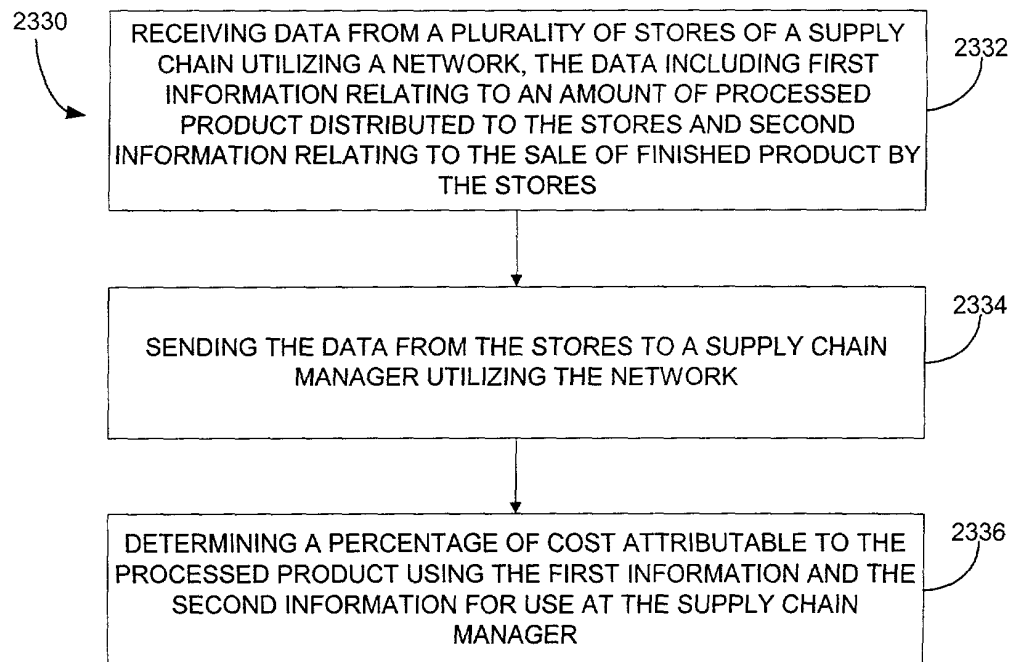


Fig. 21





**FIG. 23**

FIG. 24

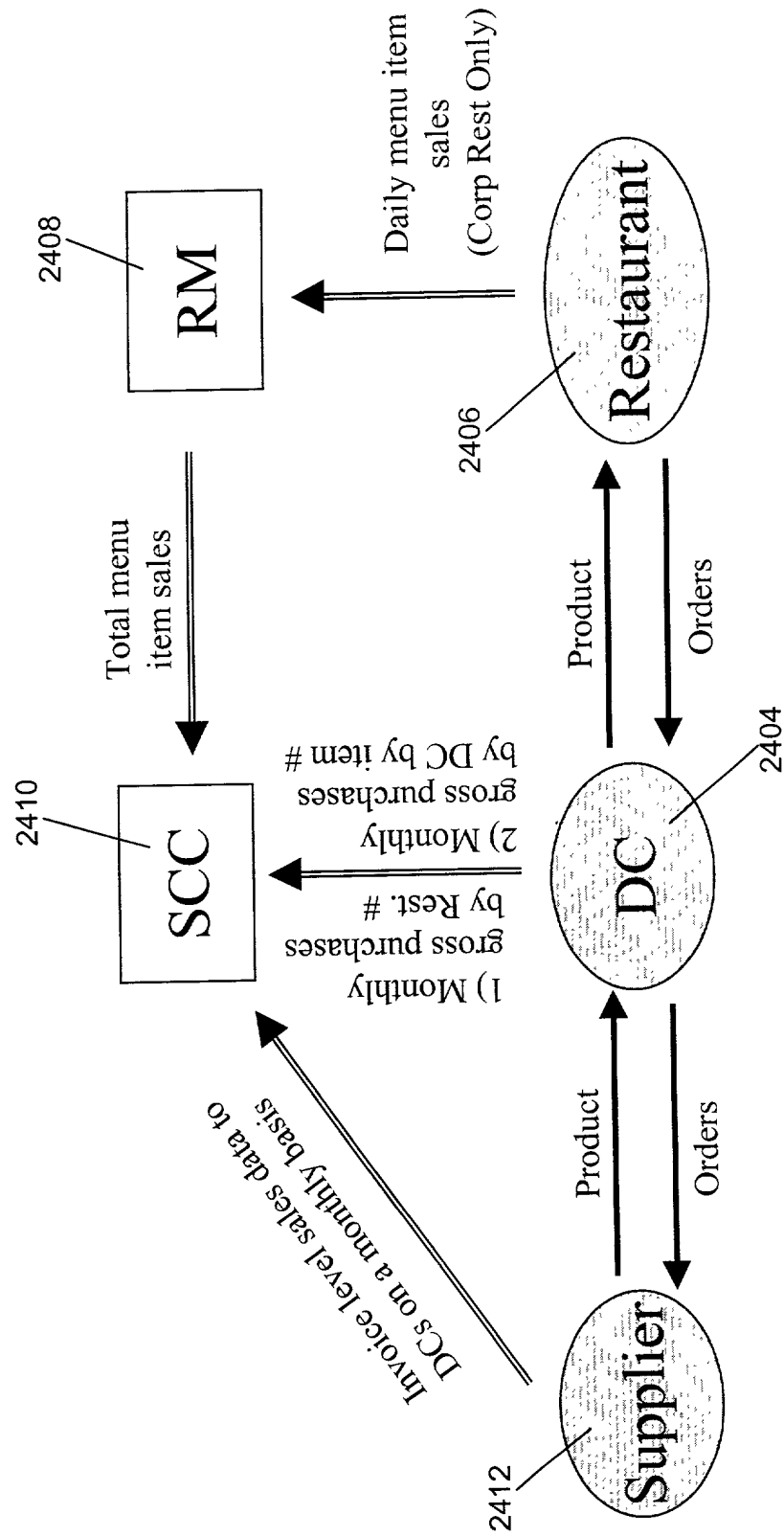


FIG. 25

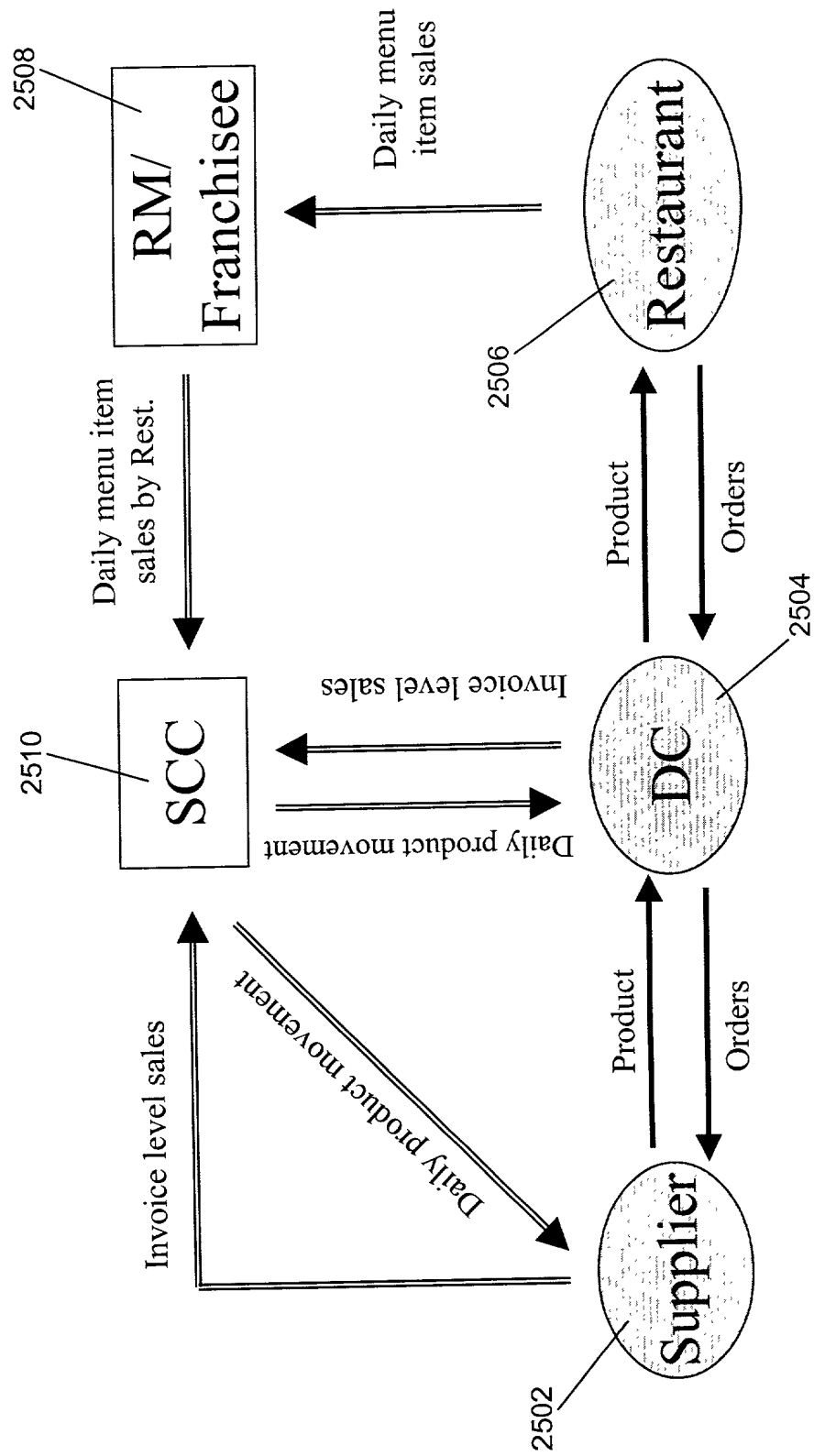


FIG. 26

FIG. 20

2600

2602

2604

Sales Forecast Worksheet - System

| Week   | History |       |      |      |      |      |       |       | Forecast |       |       |       |       |       |      |       |
|--|---------|-------|------|------|------|------|-------|-------|----------|-------|-------|-------|-------|-------|------|-------|
|  | Q1      | Q2    | W-6  | W-5  | W-4  | W-3  | W-2   | W-1   | W+1      | W+2   | W+3   | W+4   | W+5   | W+6   | Q3   | Q4    |
| GRP's  |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Ntn'l Marketing Theme                            |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Advertising Score                                |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Local Considerations                             |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Competition Index                                |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Weather Index                                    |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Seasonality Index                                |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Sales History/Forecast Total (\$/store)          |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Key Products by Menu Item (units/day/store)      |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| WHOPPERS   | 437     | 327   | 203  | 207  | 193  | 234  | 297   | 282   | 300      | 344   | 358   | 394   | 413   | 409   | 284  | 327   |
| WHOPPERS W/CHEESE                                | 208     | 172   | 143  | 140  | 135  | 155  | 196   | 172   | 163      | 172   | 179   | 196   | 206   | 204   | 143  | 164   |
| YWVM WHOPPERS                                    | 805     | 723   | 701  | 692  | 623  | 760  | 921   | 829   | 900      | 943   | 829   | 912   | 958   | 948   | 707  | 813   |
| etc.....   |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Key Products by Inventory Item (cases/day/store) |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |
| Beef-Whopper 4.0 oz                              | 10.1    | 8.5   | 7.3  | 7.2  | 6.6  | 8.0  | 9.8   | 8.9   | 9.5      | 10.1  | 9.5   | 10.4  | 11.0  | 10.8  | 7.9  | 9.1   |
| Cheese-American Sliced                           | 0.3     | 0.2   | 0.2  | 0.2  | 0.2  | 0.2  | 0.3   | 0.2   | 0.2      | 0.2   | 0.2   | 0.3   | 0.3   | 0.3   | 0.2  | 0.2   |
| Mayo-bulk  | 2.8     | 2.4   | 2.0  | 2.0  | 1.9  | 2.2  | 2.8   | 2.5   | 2.7      | 2.8   | 2.7   | 2.9   | 3.1   | 3.0   | 2.2  | 2.5   |
| Pickles - Pail                                   | 1.8     | 1.5   | 1.3  | 1.3  | 1.2  | 1.4  | 1.7   | 1.6   | 1.7      | 1.8   | 1.7   | 1.8   | 1.9   | 1.9   | 1.4  | 1.6   |
| Wrap Whopper                                     | 0.4     | 0.3   | 0.3  | 0.3  | 0.2  | 0.3  | 0.4   | 0.3   | 0.3      | 0.4   | 0.3   | 0.4   | 0.4   | 0.4   | 0.3  | 0.3   |
| Ketchup- Bulk                                    | 1.9     | 1.6   | 1.4  | 1.4  | 1.2  | 1.5  | 1.8   | 1.7   | 1.8      | 1.9   | 1.8   | 2.0   | 2.1   | 2.0   | 1.5  | 1.7   |
| Bun-Whopper 5" (dozen)                           | 120.8   | 101.8 | 87.3 | 86.6 | 79.3 | 95.8 | 117.8 | 106.9 | 113.6    | 121.6 | 113.8 | 125.2 | 131.4 | 130.1 | 94.5 | 108.7 |
| Lettuce - shredded                               | 3.4     | 2.9   | 2.5  | 2.4  | 2.2  | 2.7  | 3.3   | 3.0   | 3.2      | 3.4   | 3.2   | 3.5   | 3.7   | 3.7   | 2.7  | 3.1   |
| Tomatoes   | 4.5     | 3.8   | 3.3  | 3.2  | 3.0  | 3.6  | 4.4   | 4.0   | 4.3      | 4.6   | 4.3   | 4.7   | 4.9   | 4.9   | 3.5  | 4.1   |
| Onions - sliced                                  | 4.5     | 3.8   | 3.3  | 3.2  | 3.0  | 3.6  | 4.4   | 4.0   | 4.3      | 4.6   | 4.3   | 4.7   | 4.9   | 4.9   | 3.5  | 4.1   |
| etc...   |         |       |      |      |      |      |       |       |          |       |       |       |       |       |      |       |

2600

2602

2604

FIG. 27

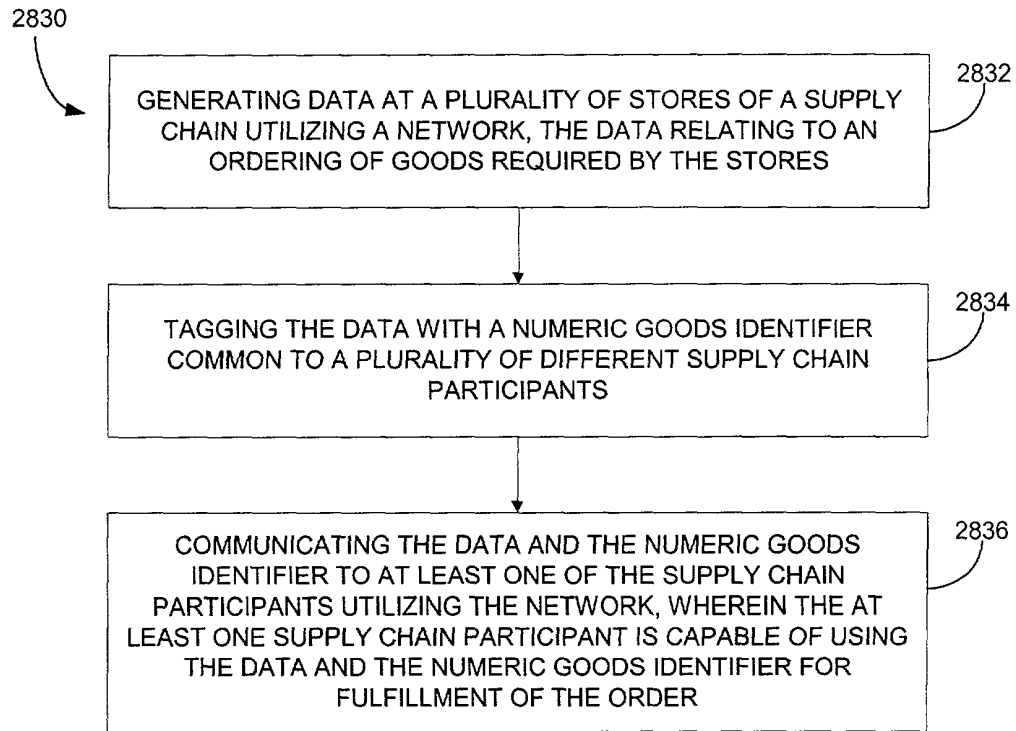
2700

Promotional Monitor - System & Regional

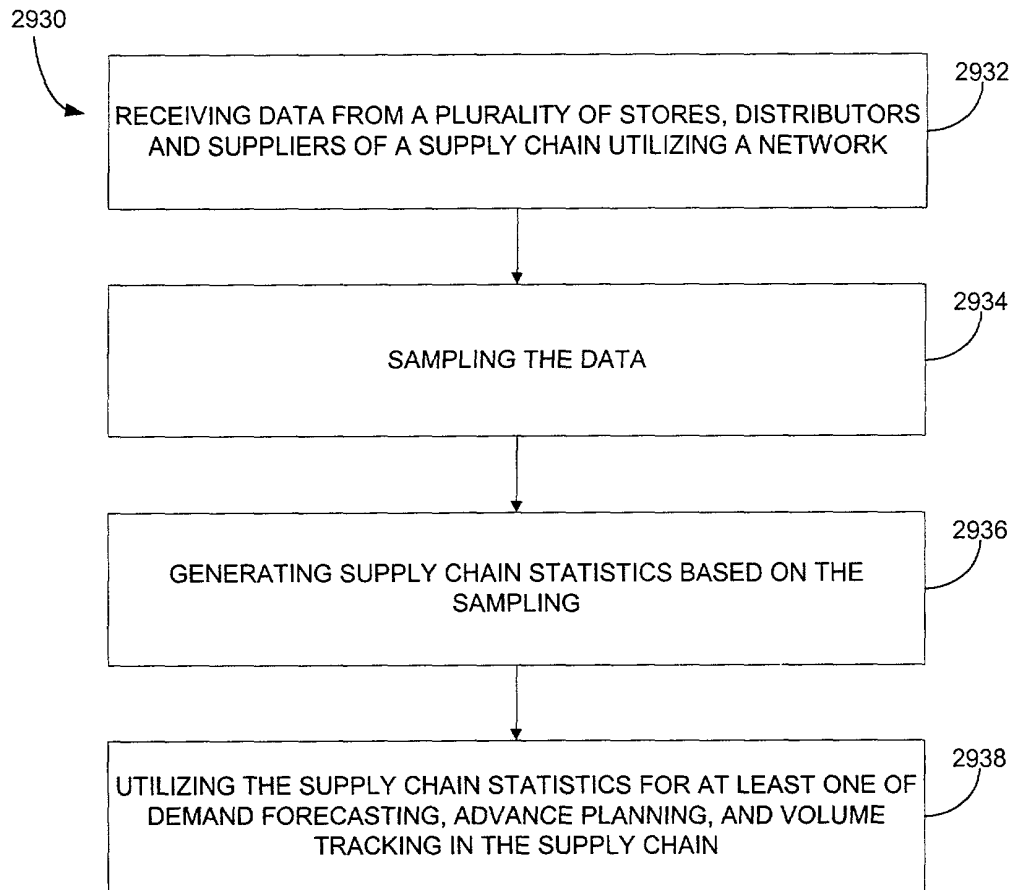
| Promotional Monitor - System & Regional                                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS WICHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YVWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS WICHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YVWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

2702





**FIG. 28**



**FIG. 29**

3000

|                         |        |
|-------------------------|--------|
| Time Period (Month/Yr): | Jun-00 |
|-------------------------|--------|

|                      |       |
|----------------------|-------|
| Total Cases Ordered: | 65712 |
|----------------------|-------|

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

|                                  |               |
|----------------------------------|---------------|
| <b>Delivery Order Fill Rate:</b> | <b>97.52%</b> |
|----------------------------------|---------------|

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

**FIG. 30**

August 2000  
Mock Report

3100

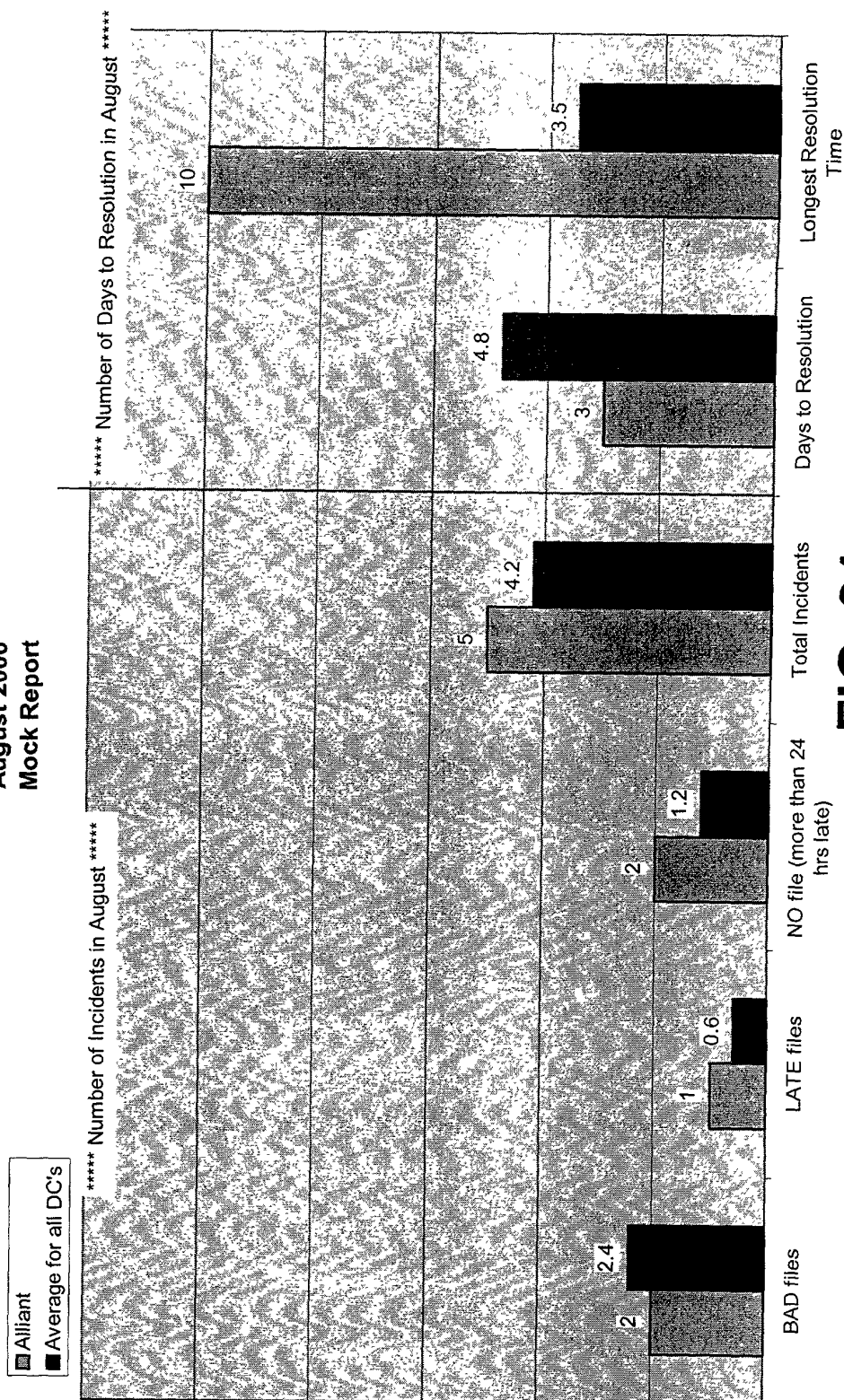


FIG. 31

3200



# Service Level Reporting

## August

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    | 98.06%    |               |
| Alliant-Topeka         |           |           |               |
| Alliant-Wixom          | 99.05%    | 98.45%    |               |
| King-Atlanta           | 99.34%    | 98.11%    | 78.70%        |
| King-Jacksonville      | 99.65%    | 98.56%    | 80.90%        |
| King-Louisville        | 99.49%    | 98.53%    | 85.98%        |
| Maines 29, Conklin     | 99.41%    |           | 79.25%        |
| Maines 30, Cleveland   |           |           |               |
| Maines Long Island     |           |           |               |
| Maines New England     | 99.41%    |           |               |
| MBM Fullerton          | 99.13%    | 98.15%    | #DIV/0!       |
| MBM Lewisville         | 99.53%    | 98.88%    | #DIV/0!       |
| MBM Orlando            | 99.75%    | 98.60%    | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    | 97.46%    | #DIV/0!       |
| McCabe's               | 99.60%    | 99.72%    | 98.80%        |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         | 99.60%    | 98.04%    | 85.91%        |
| PFD Supply             | 99.16%    | 99.79%    | 80.12%        |
| PFG Victoria           | 99.42%    | #DIV/0!   |               |
| PYA/Monarch            | 99.20%    | 97.79%    |               |
| Reinhart-Cedar Rapids  | 99.05%    | 98.65%    |               |
| Reinhart-Oak Creek     | 99.31%    | 98.89%    |               |
| Reinhart-Rogers        | 99.50%    | 95.49%    |               |
| Restaurants NW         | 99.03%    | 98.07%    | 80.47%        |
| Shamrock Commerce City | 99.54%    | 98.88%    | 85.13%        |
| Shamrock Phoenix       | 98.81%    | 98.83%    |               |
| Syigma Harrisburg      | 99.69%    |           | 93.86%        |
| Syigma Stockton        | 99.69%    |           |               |
| Sysco                  | 99.69%    | 100.00%   | 83.47%        |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BK Min  | 98.50%    | 90.00%    | 78.00%        |
| BSL Min | 99.50%    | 90.00%    | 80.00%        |

|                     |  |
|---------------------|--|
| OK                  |  |
| Didn't meet RSI Min |  |
| Didn't meet BK Min  |  |

**FIG. 32**

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

**Inventory Management:**

Average Days On Hand

SKU #1  
SKU #2

|    |
|----|
| 19 |
| 22 |

Max Days On Hand

SKU #1  
SKU #2

|    |
|----|
| 40 |
| 32 |

Monthly Carrying Cost

SKU #1  
SKU #2

|           |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25%     |

Average as % FOB

**FIG. 34**

**H & H Foods - Monthly Supplier Data Feed Performance**  
**August 2000**  
**Mock Report**

3400 →

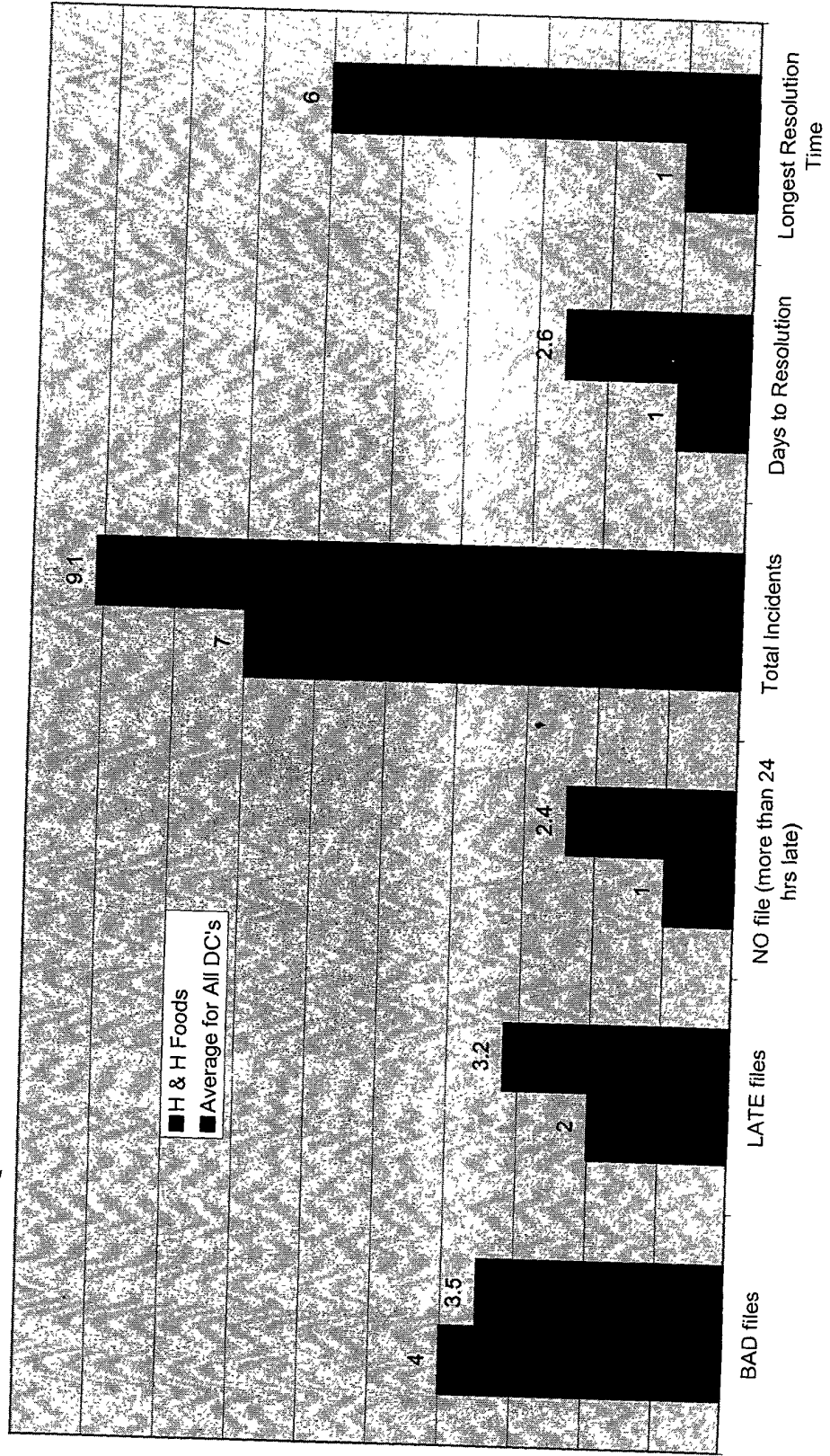


FIG. 35



Service Level Reporting  
November - Mock Report

3500

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         | \$11909                     |                             | 2.33%                             |
| COMARK INSTRUMENTS, INC.        | \$1961                      |                             |                                   |
| WHITEFORD FOODS, INC.           | \$0                         | 97.8%                       | 2.41%                             |
| LEPAGE BAKERY / COUNTRY KITCHEN | \$0                         |                             |                                   |
| NCR-SYSTEMEDIA                  | \$0                         | 92.1%                       | 2.18%                             |
| SIGNATURE MEATS GROUP           | \$0                         |                             | 1.94%                             |
| SCHWEBEL'S BAKING CO.           | \$0                         | 95.4%                       | 1.50%                             |
| MAUI CUP                        | \$0                         |                             |                                   |
| MIRA PLASTICS                   | \$0                         |                             | 16.25%                            |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE, INC.                  |                             |                             |                                   |
| FORT JAMES OPERATING COMPANY    | \$0                         |                             | 1.46%                             |
| FRESH ADVANTAGE, INC.           | \$0                         | 95.5%                       | 1.30%                             |
| SILVER KING - MN - CORP.        |                             |                             |                                   |
| TYSON FOODS                     | \$0                         |                             |                                   |
| READY ACCESS                    |                             |                             |                                   |
| GEORGIA PACIFIC TISSUE          |                             |                             | 2.44%                             |
| CLOUGHERTY PACKING              |                             | 94.8%                       | 2.51%                             |
| BEVERAGE - AIR                  | \$0                         | 93.4%                       |                                   |
| COMPONENT HARDWARE GROUP, INC.  |                             |                             | 32.06%                            |
| COCA - COLA USA                 | \$0                         |                             |                                   |
| TOASTMASTER                     | \$11909                     | 93.5%                       | 1.55%                             |
| GRANT COUNTY FOODS              |                             | 96.3%                       | 2.20%                             |
| FRESH EXPRESS                   | \$0                         |                             |                                   |
| TAYLOR FARMS                    |                             |                             | 1.04%                             |
| MODULAR DISPENSING SYSTEM       | \$0                         |                             |                                   |
| CENTURY PRODUCTS, LLC           | \$11909                     |                             |                                   |
| ROSE PACKING COMPANY            |                             | 93.3%                       | 2.38%                             |

| Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|-----------------------------|-----------------------------|-----------------------------------|
| \$5,000.00                  | 92.00%                      | 3.00%                             |

RSI Min

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



3600



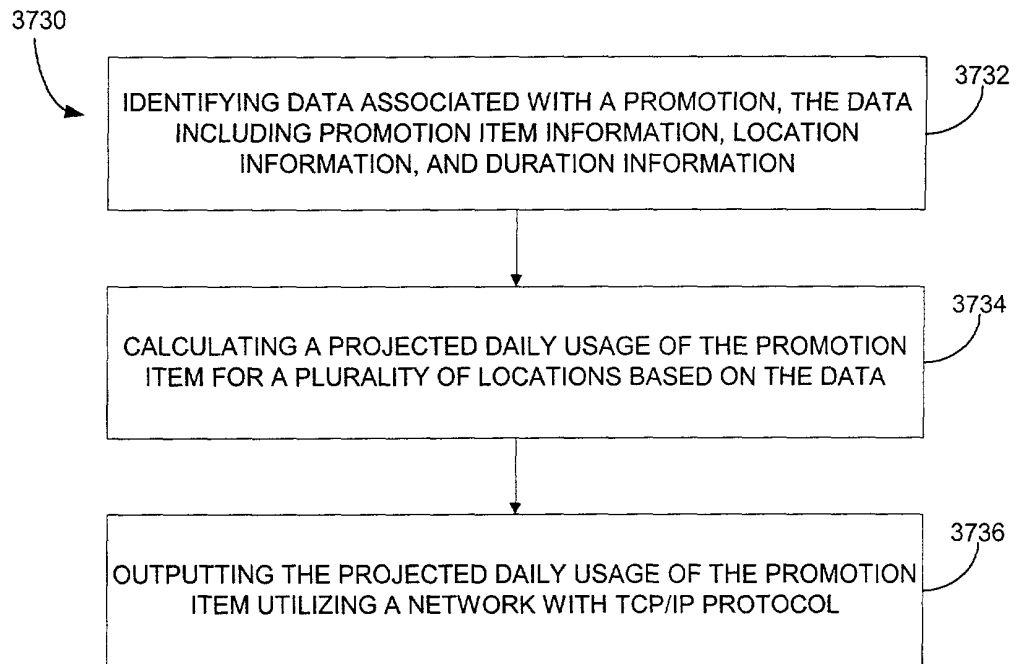
# Mock Report/1

|  | FY 01      | Oct-00   | Nov-00   | Dec-00   | Jan-01   | Feb-01   | Mar-01   | Apr-01   | May-01   |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Food Cost Index</b>                         |            |          |          |          |          |          |          |          |          |
| Plan   | 99.75      | 99.69    | 99.20    | 98.63    | 100.33   | 100.49   | 101.12   | 100.44   | 99.92    |
| Actual   |            | 99.10    | 98.90    |          |          |          |          |          |          |
| Variance                                       |            | 0.59     |          |          |          |          |          |          |          |
| Good/(Bad)                                     |            |          | 0.30     |          |          |          |          |          |          |
| <b>Total Dollar Purchases (in Millions) /2</b> |            |          |          |          |          |          |          |          |          |
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual   |            | \$182.84 | \$182.08 |          |          |          |          |          |          |
| Variance                                       |            | \$1.14   | \$0.65   |          |          |          |          |          |          |
| Good/(Bad)                                     |            | 0.6%     | 0.4%     |          |          |          |          |          |          |

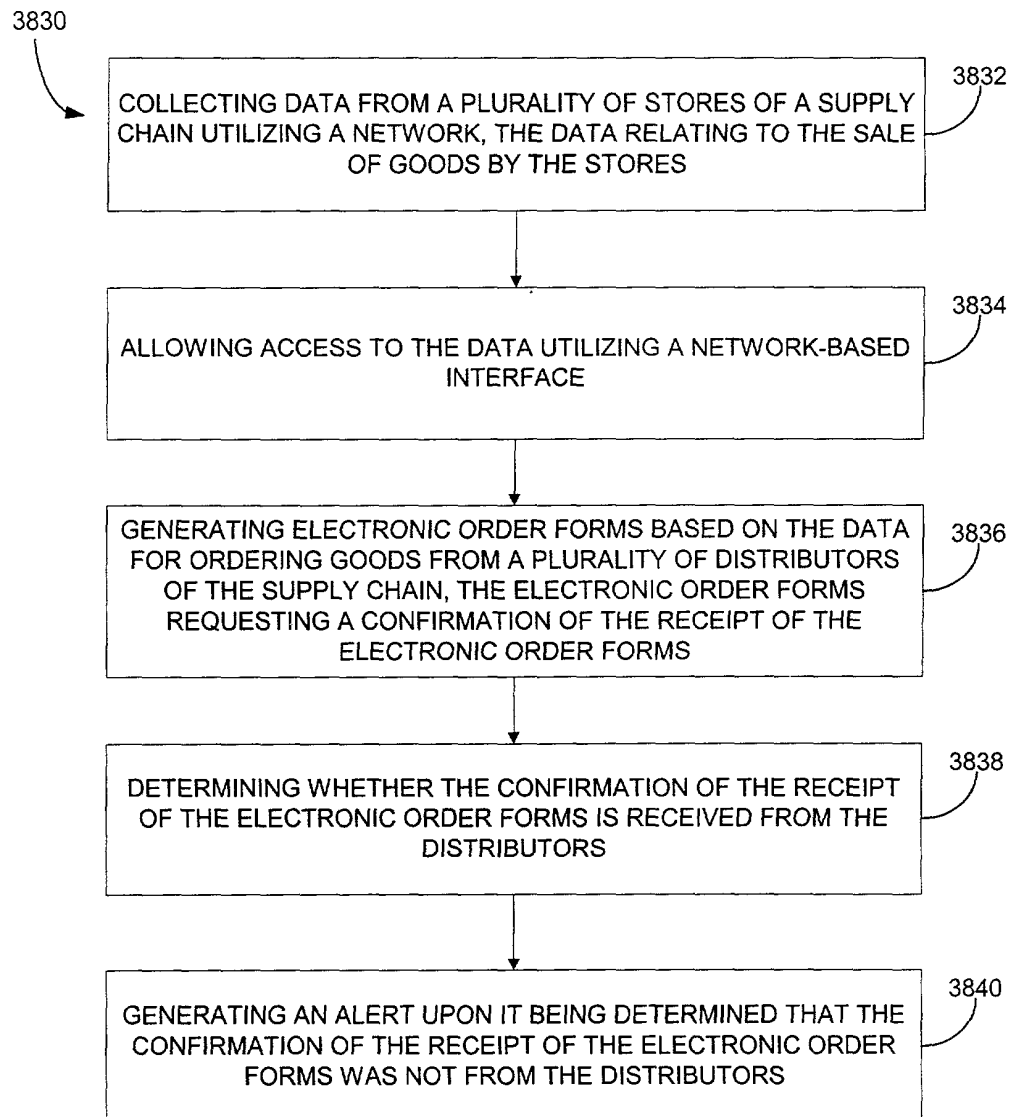
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

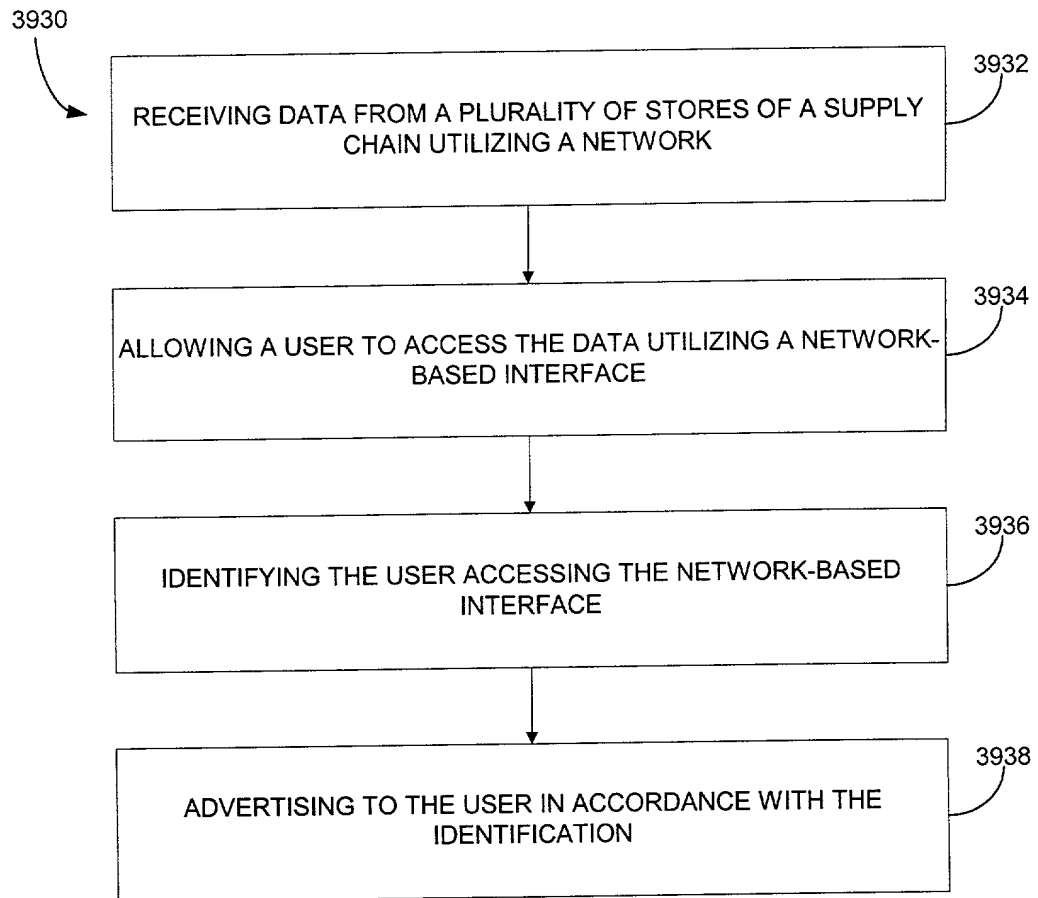
FIG. 36



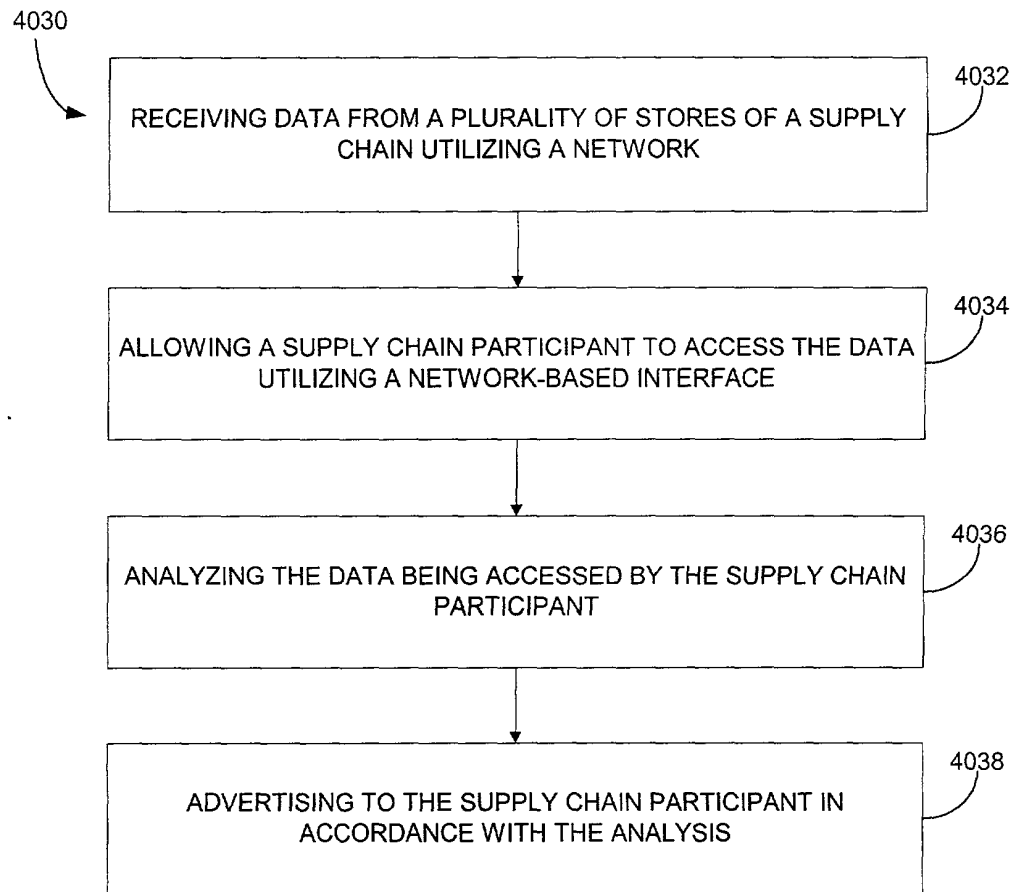
**FIG. 37**



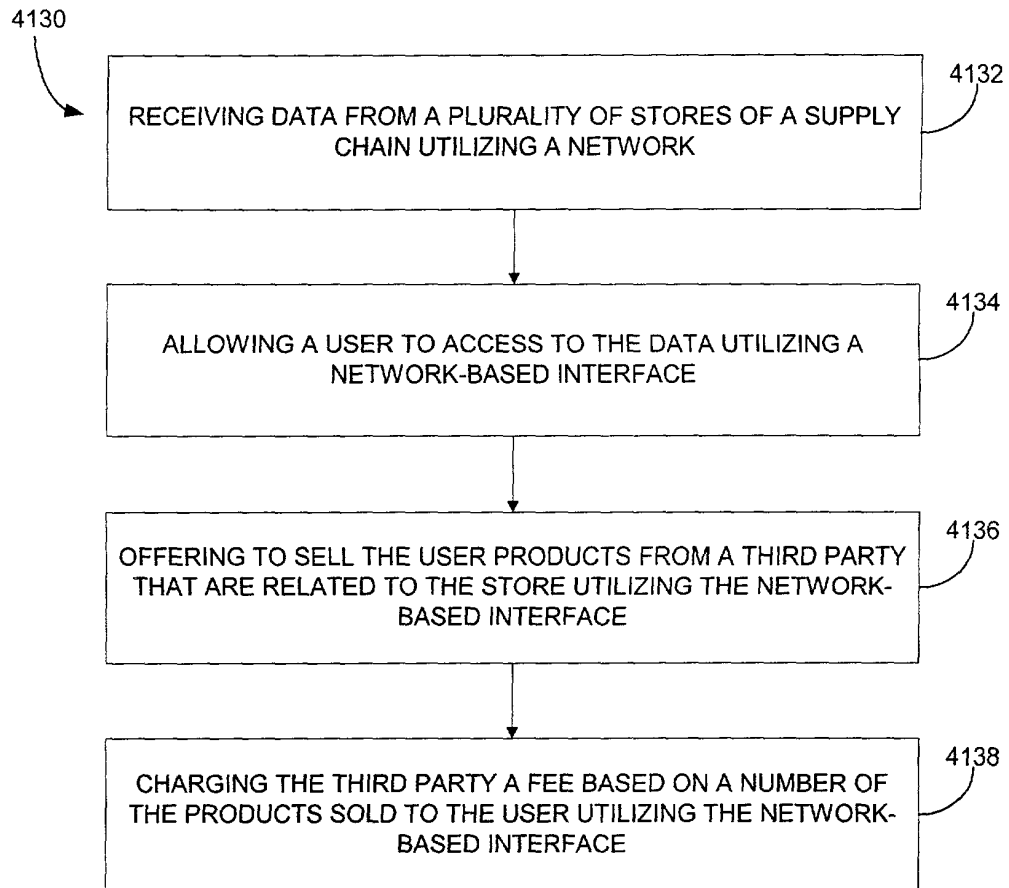
**FIG. 38**



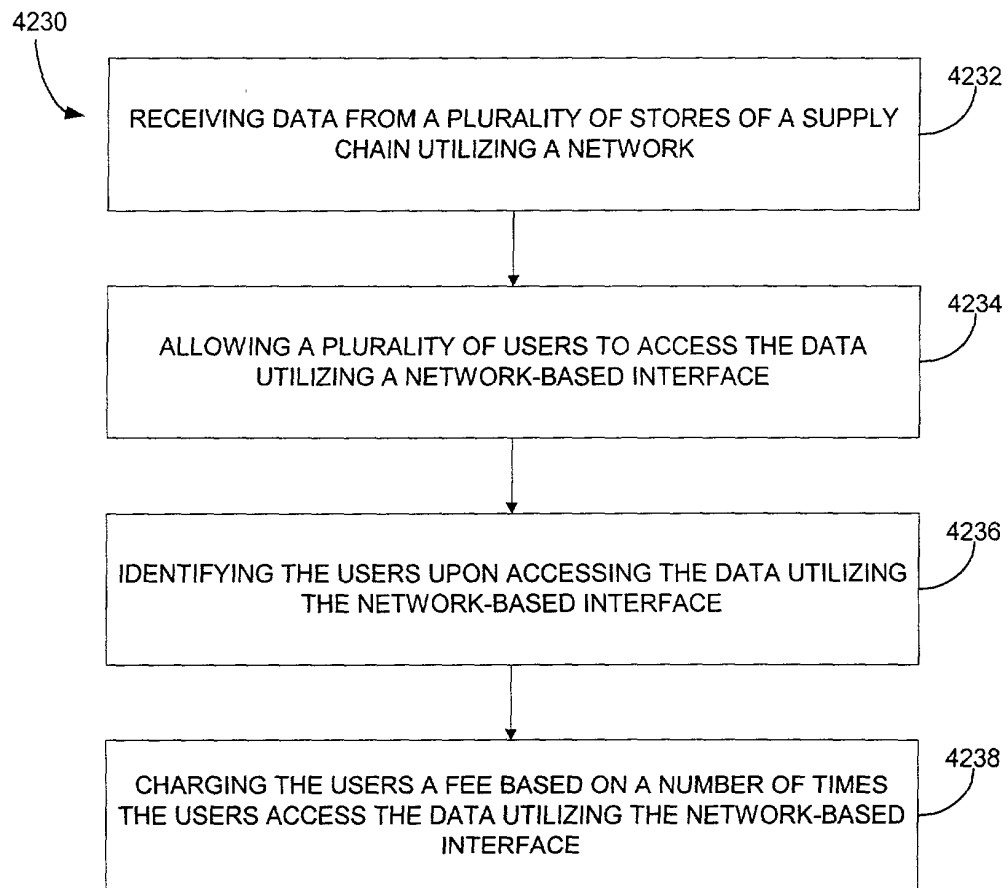
**FIG. 39**



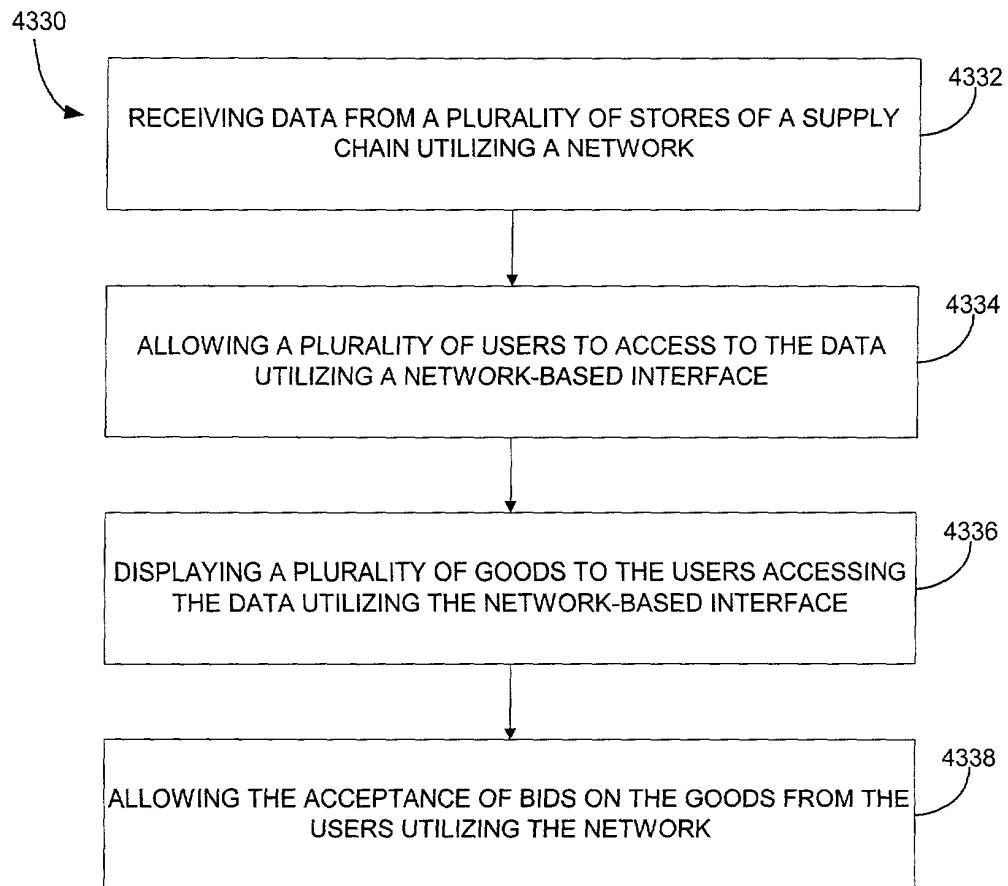
**FIG. 40**



**FIG. 41**

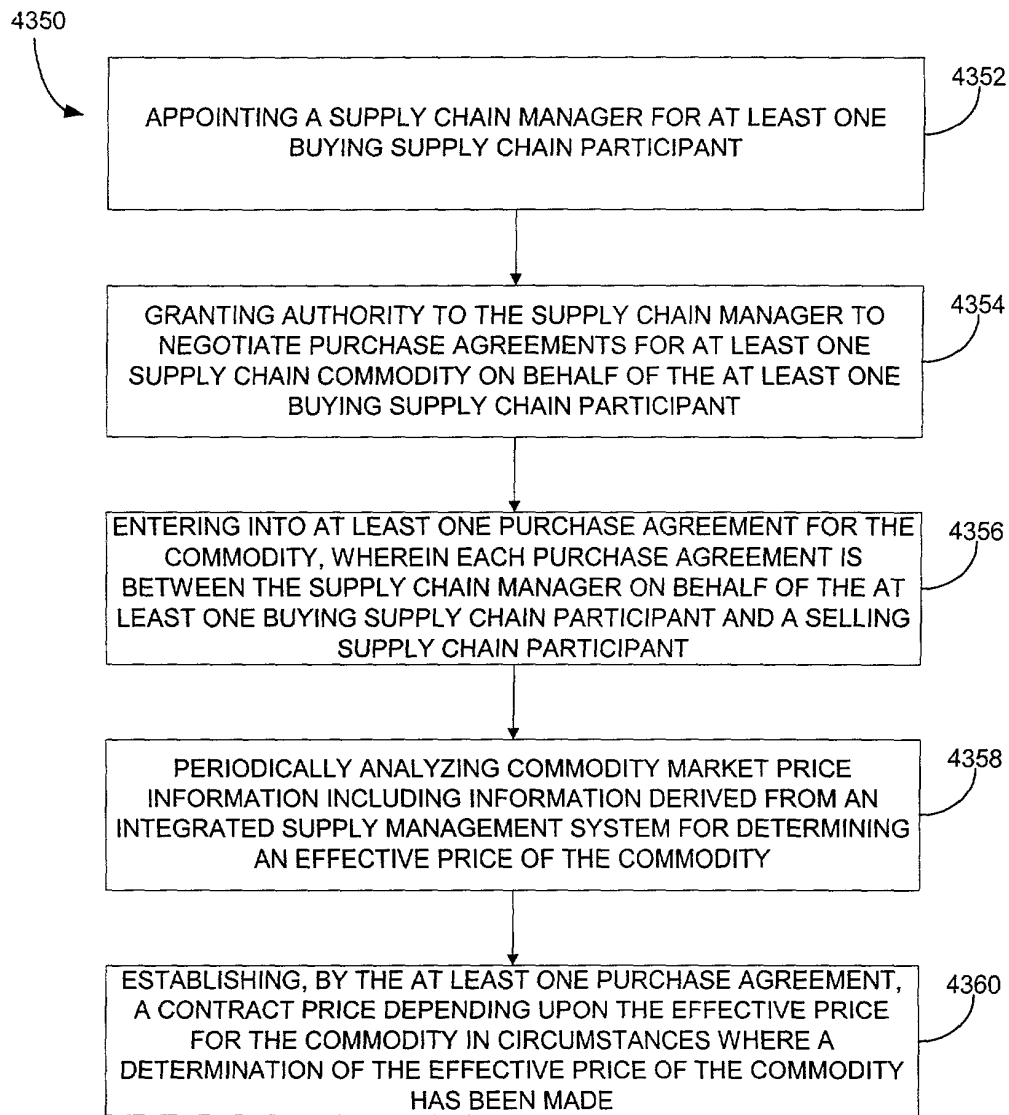


**FIG. 42**

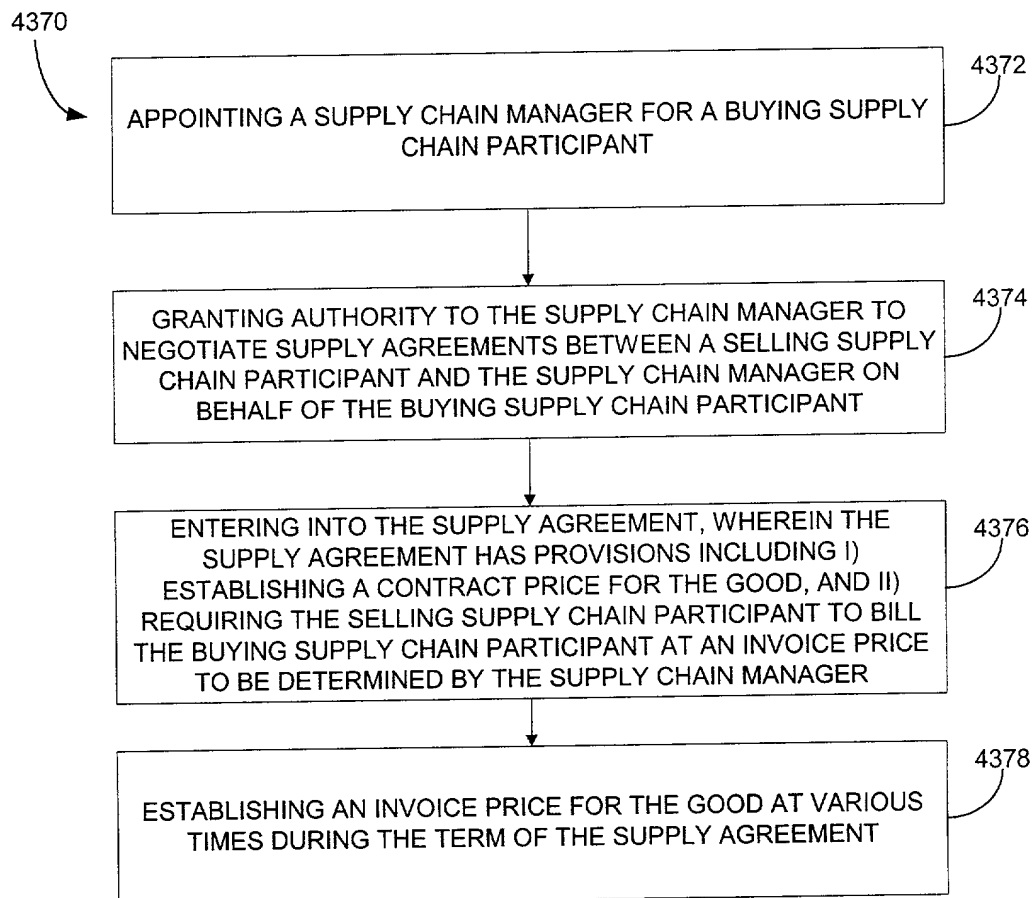


**FIG. 43A**

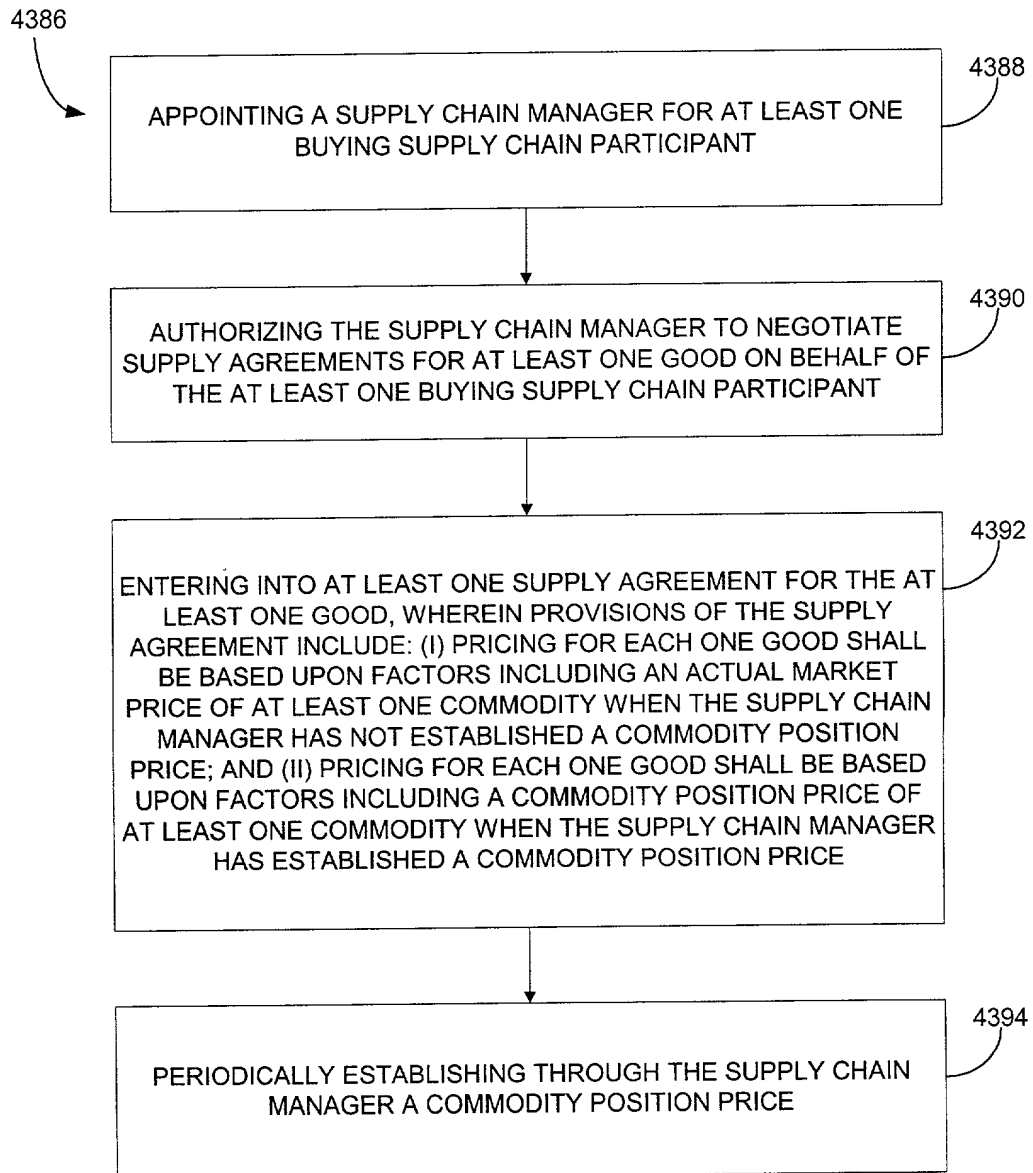




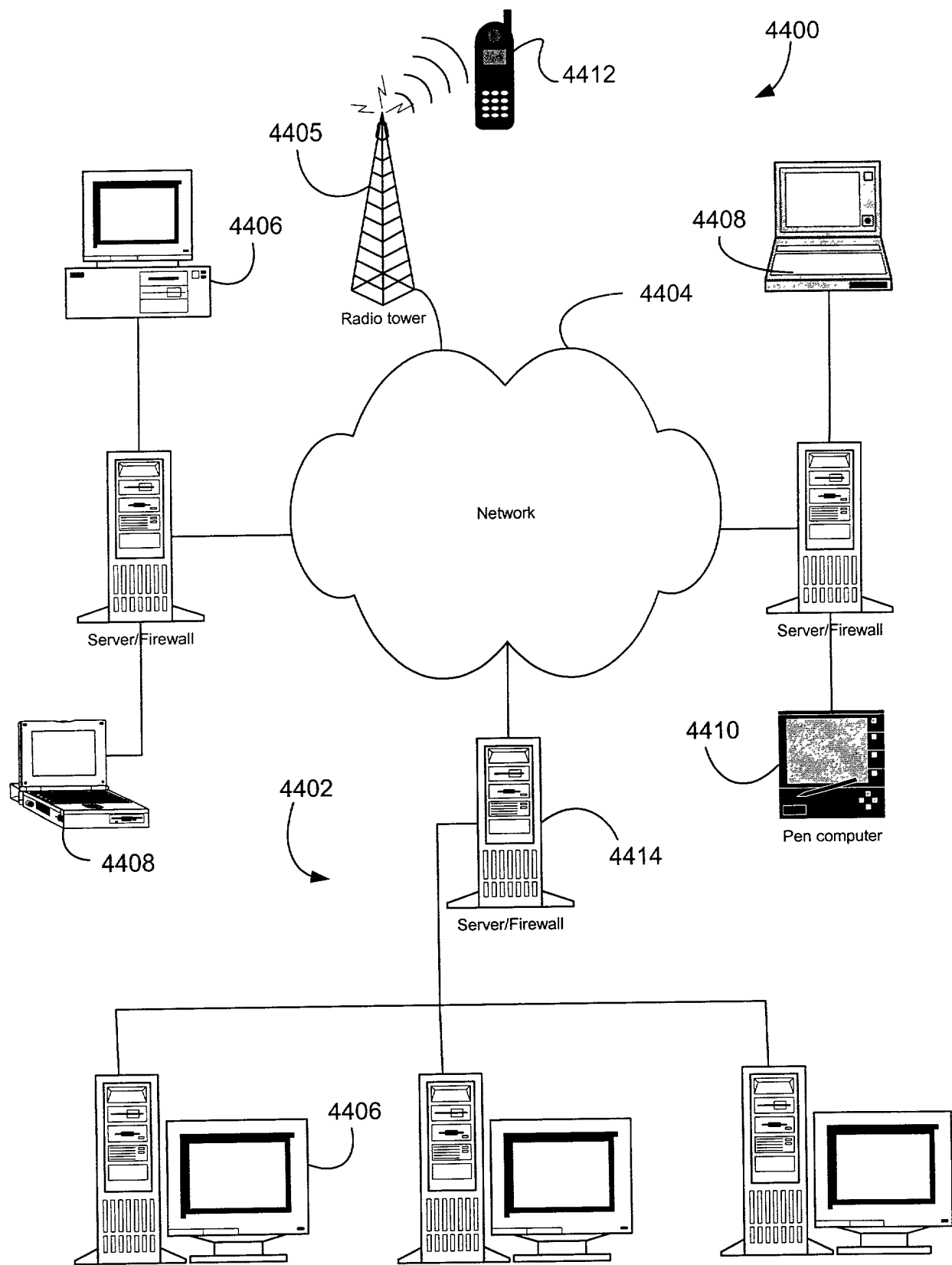
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**

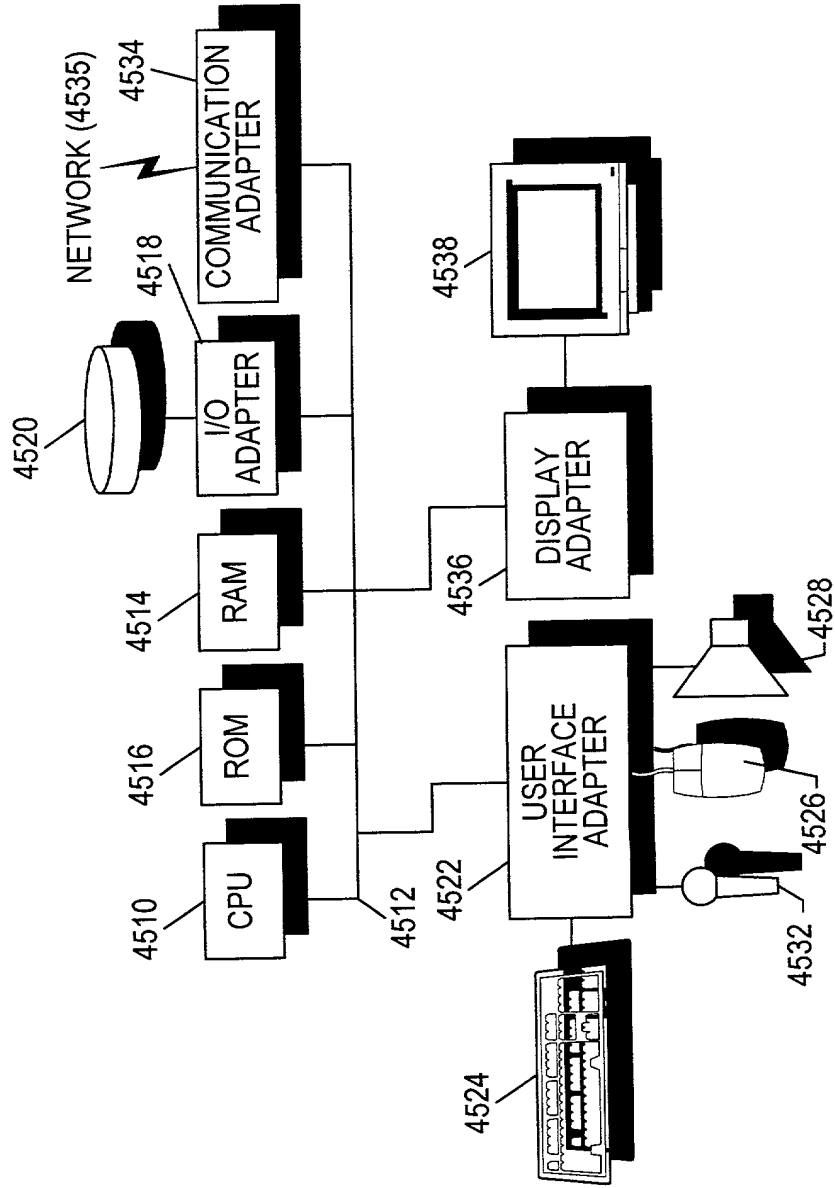
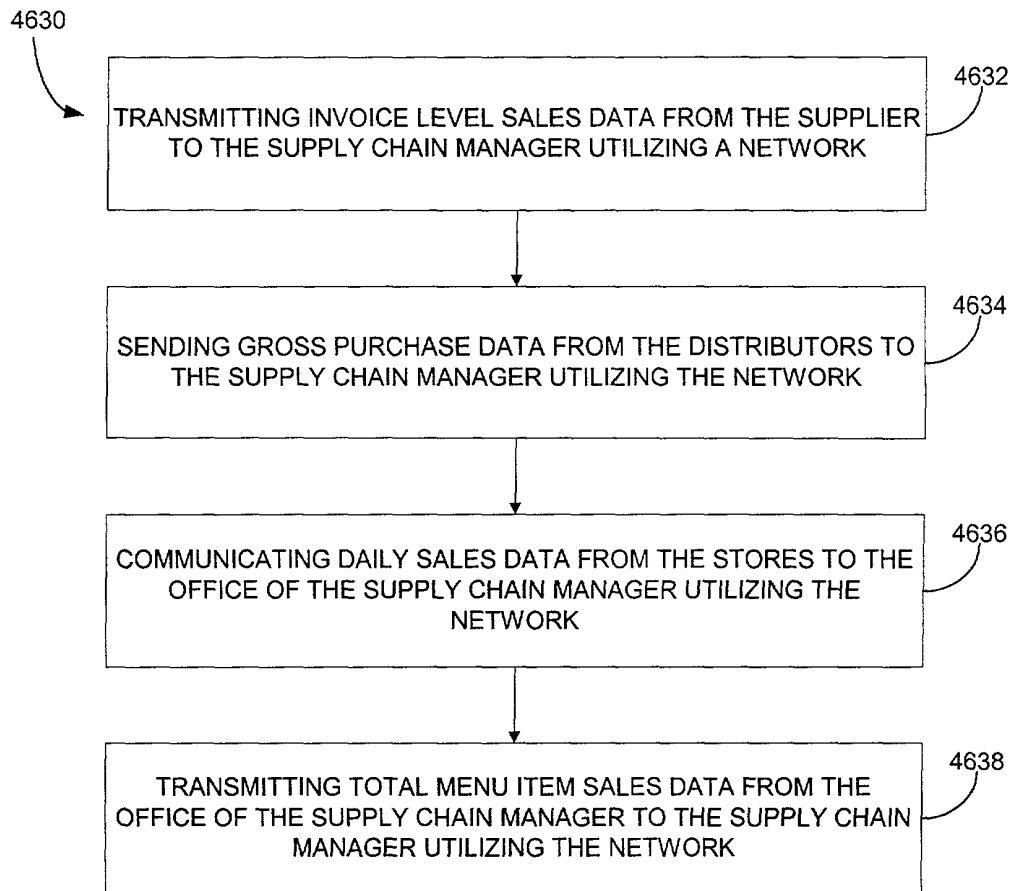
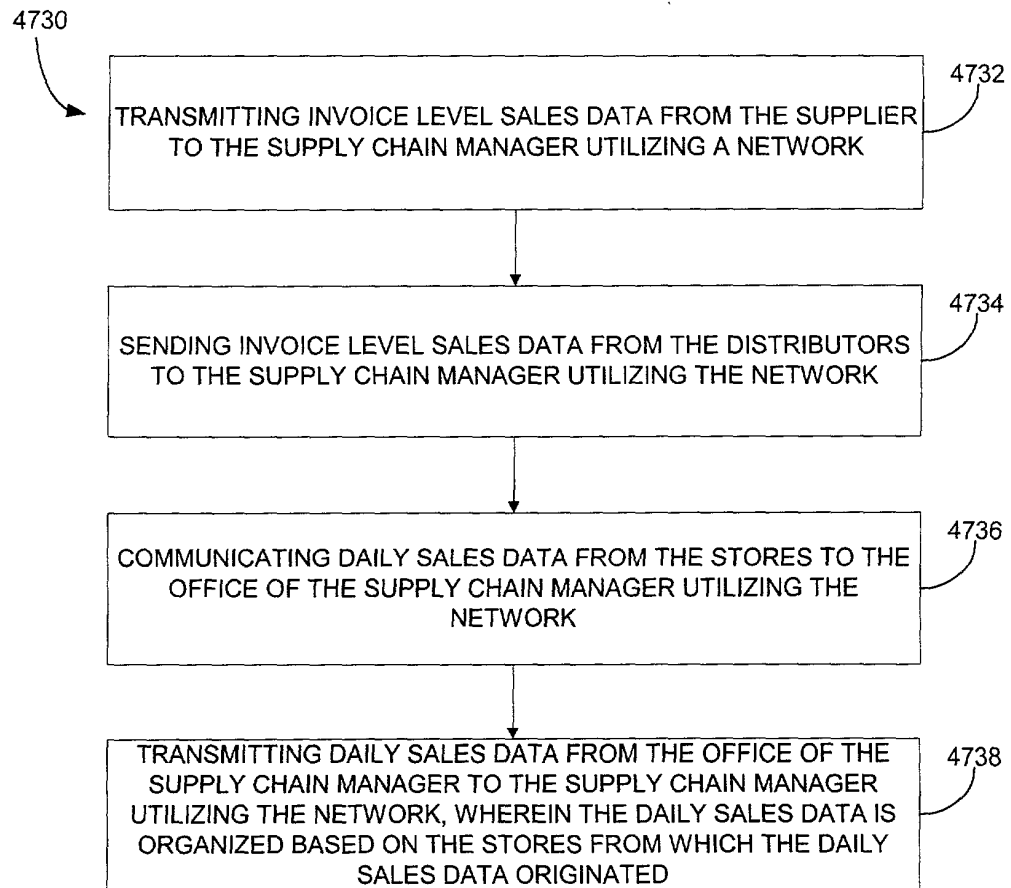


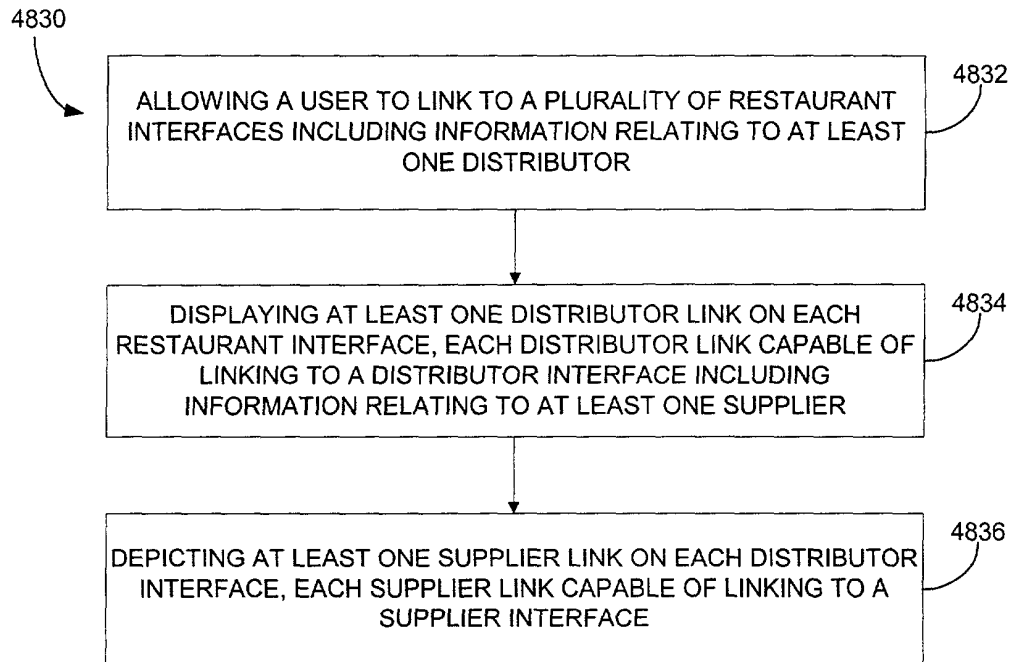
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**



Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

Go Links

RSI

4902

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BKC link

NFA link

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Franchisee

Password

Enter Site

Click For Help

4904

About RSI

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

4900

Internet

FIG. 49

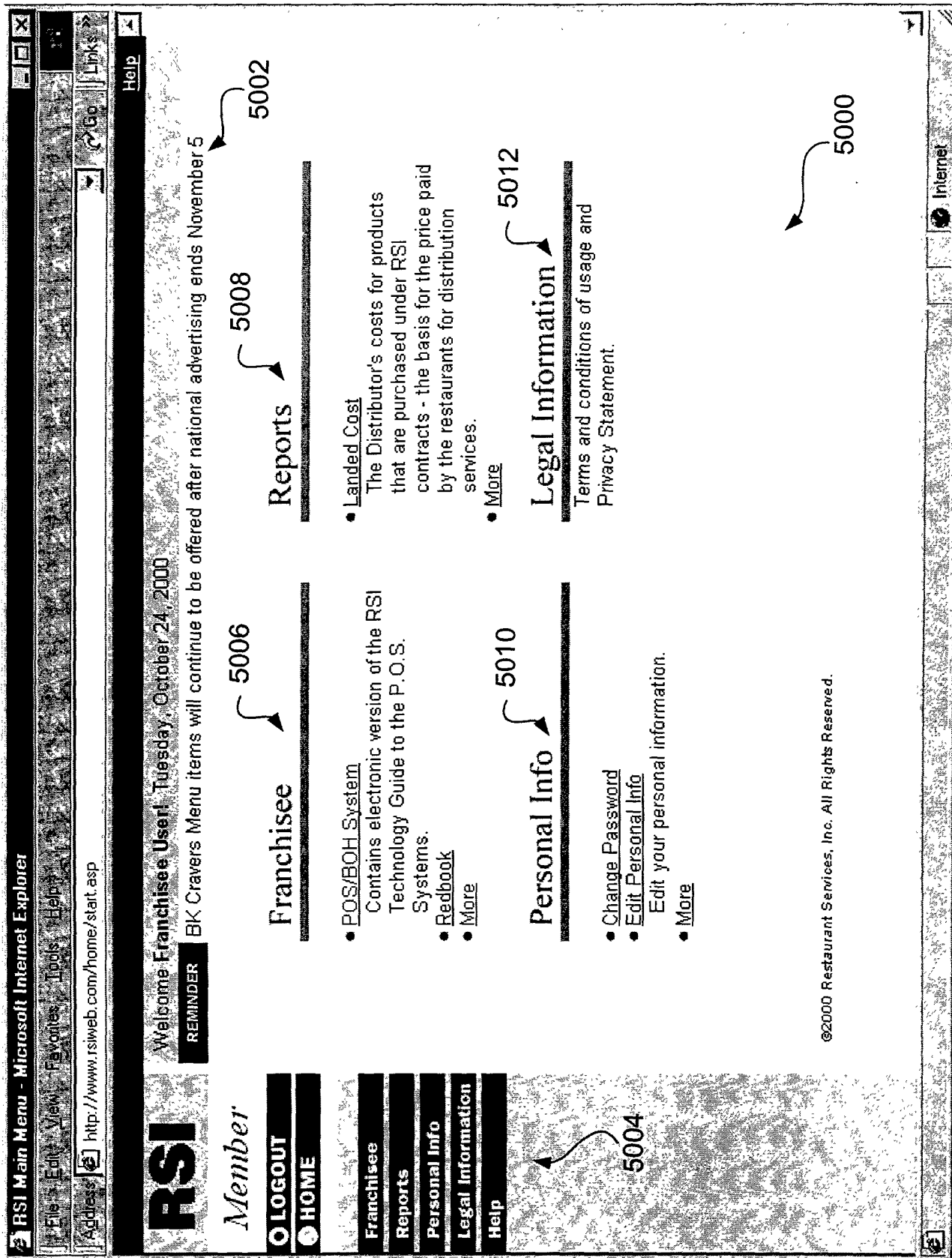
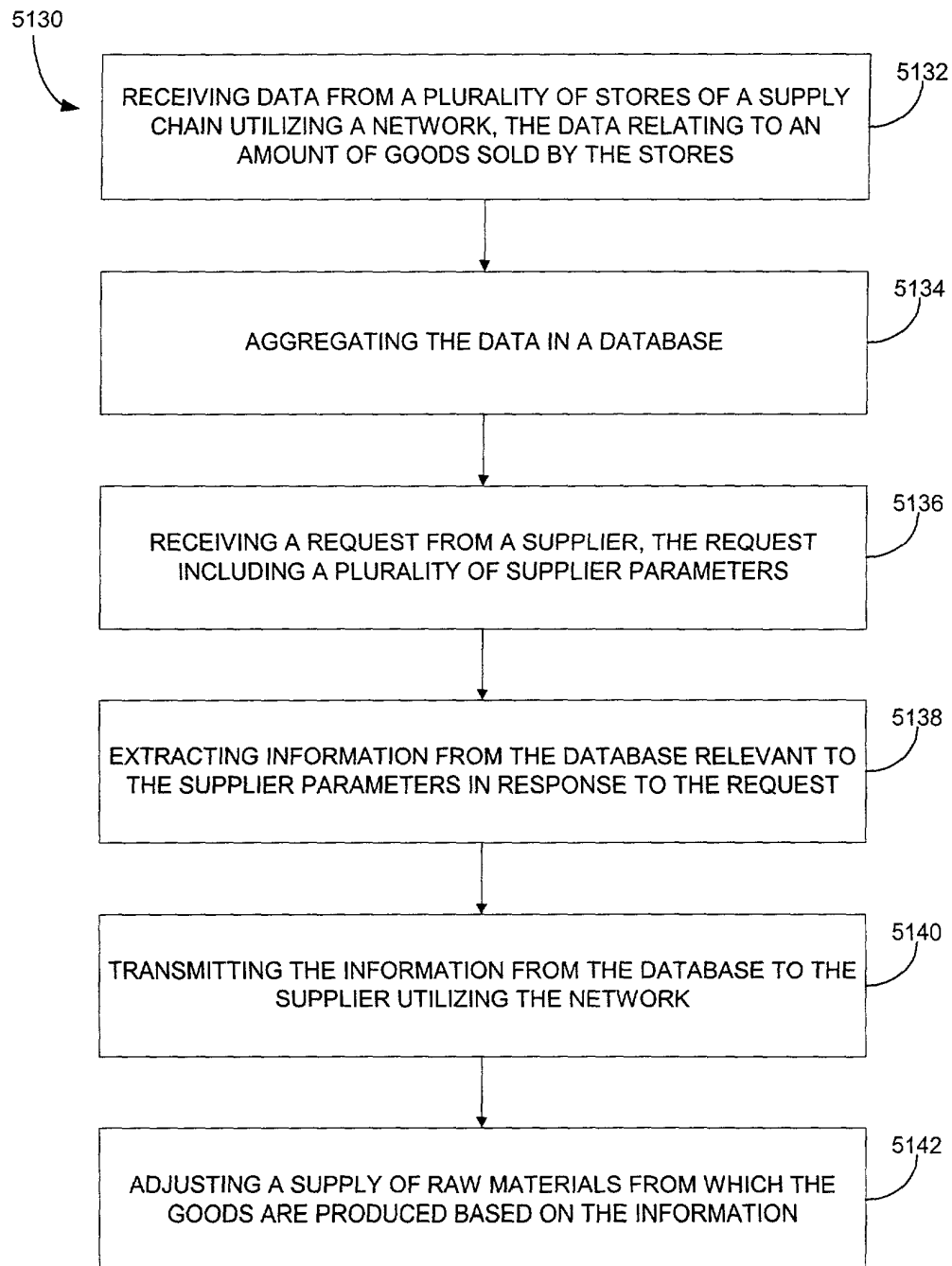
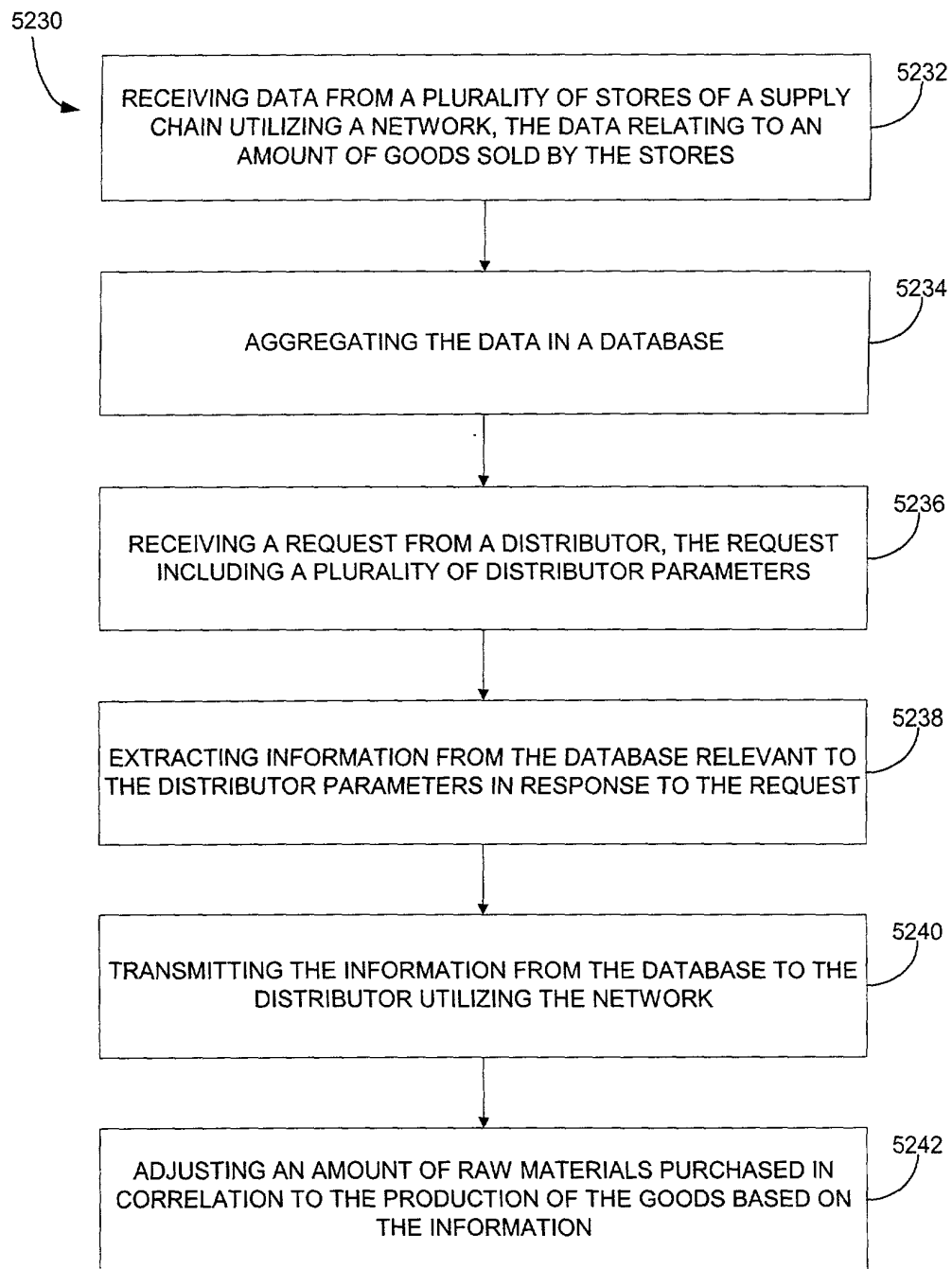


FIG. 50



**FIG. 51**



**FIG. 52**

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help  
Address http://www.rsweb.com/dc/d\_rptposdaily.asp



Distributor

LOGOUT  
HOME

Reports

Personal Info

Legal Information

Help

[Printer Friendly Version](#)

POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000

5300

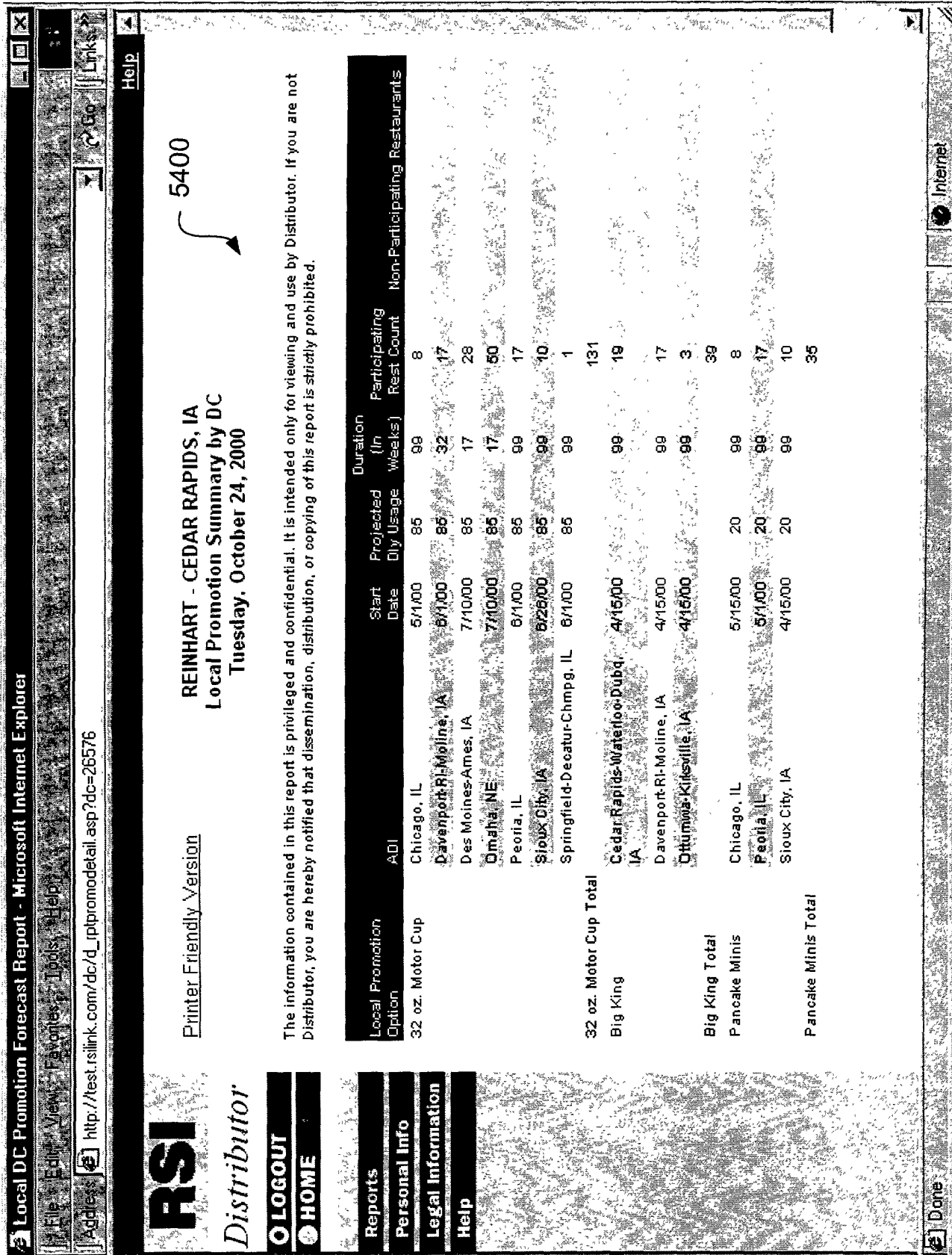
Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| DC Item No                         | Item Description            | % Chg<br>14 Day<br>Avg | 14 Day Rolling (Total Cases) |       |       |       |       |       |       |       |       |       |       |       |       |       | Week Ending Total |      |      |      |
|------------------------------------|-----------------------------|------------------------|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|------|------|------|
|                                    |                             |                        | 10/23                        | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9              | 10/8 | 9/25 | 9/18 |
|                                    |                             |                        | 200                          | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200   | 200               | 200  | 200  | 200  |
| Number of Restaurants Served by DC |                             |                        |                              |       |       |       |       |       |       |       |       |       |       |       |       |       |                   |      |      |      |
| 18986                              | SAUCE: BBQ BULK<br>BULLSEYE | 0.00%                  | 13                           | 21    | 23    | 18    | 16    | 16    | 16    | 14    | 21    | 21    | 15    | 13    | 13    | 109   | 96                | 80   | 72   |      |
| 20788                              | MUSTARD: BULK BK            | 0.00%                  | 12                           | 19    | 20    | 16    | 14    | 14    | 13    | 14    | 19    | 19    | 16    | 15    | 14    | 110   | 104               | 104  | 100  |      |
| 24340                              | MAYONNAISE: BULK<br>BK      | 0.00%                  | 134                          | 197   | 211   | 173   | 166   | 154   | 153   | 150   | 200   | 206   | 175   | 165   | 151   | 1184  | 1146              | 1142 | 1109 |      |
| 24866                              | STRAW WRAPPED<br>7.75" BK   | 0.00%                  | 21                           | 33    | 34    | 27    | 25    | 24    | 24    | 24    | 34    | 33    | 27    | 24    | 24    | 189   | 179               | 186  | 178  |      |
| 25318                              | FORK: WRAPPED<br>BULK BK    | 0.00%                  | 10                           | 11    | 12    | 10    | 9     | 9     | 9     | 11    | 12    | 11    | 10    | 9     | 9     | 70    | 71                | 56   | 58   |      |
| 25452                              | KNIFE: WRAPPED<br>BULK BK   | 0.00%                  | 3                            | 3     | 3     | 3     | 2     | 2     | 2     | 3     | 3     | 3     | 3     | 2     | 2     | 18    | 15                | 8    | 9    |      |
| 27882                              | KETCHUP: BULK BAG<br>IN BOX | 0.00%                  | 89                           | 134   | 142   | 115   | 104   | 102   | 101   | 100   | 136   | 139   | 115   | 106   | 102   | 796   | 771               | 776  | 743  |      |
| 27890                              | KETCHUP: PACKETS<br>10g BK  | 0.00%                  | 127                          | 194   | 205   | 160   | 143   | 142   | 139   | 144   | 197   | 197   | 160   | 142   | 140   | 1112  | 1070              | 1078 | 1044 |      |
| TOTAL                              |                             |                        | 5300                         | 7944  | 8342  | 6601  | 6001  | 5901  | 5801  | 5701  | 7001  | 7001  | 5701  | 5300  | 5300  | 1112  | 1070              | 1078 | 1044 |      |
|                                    |                             |                        |                              |       |       |       |       |       |       |       |       |       |       |       |       |       | Internet          |      |      |      |

Internet

FIG. 53





Supplier

## Logout

**HOME**

## Reports

## Personal Info

## Legal Information

**Help**

POS Implied Daily Usage - Supplier

5500

Supplier:

TYSON FOODS

## Retrieve

Printer Friendly Version

**POS Implied Daily Usage - Supplier**  
**Tuesday, October 24, 2000**

Supplier: TYSON FOODS

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[illegible]

**Done**

**Amal**

**FIG. 55**

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help  
 Address http://www.rsiweb.com/fran/l\_rptlc.asp?report=true

Help



Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

5600

Restaurant Number: 0003473 Date: 10/22/00

Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

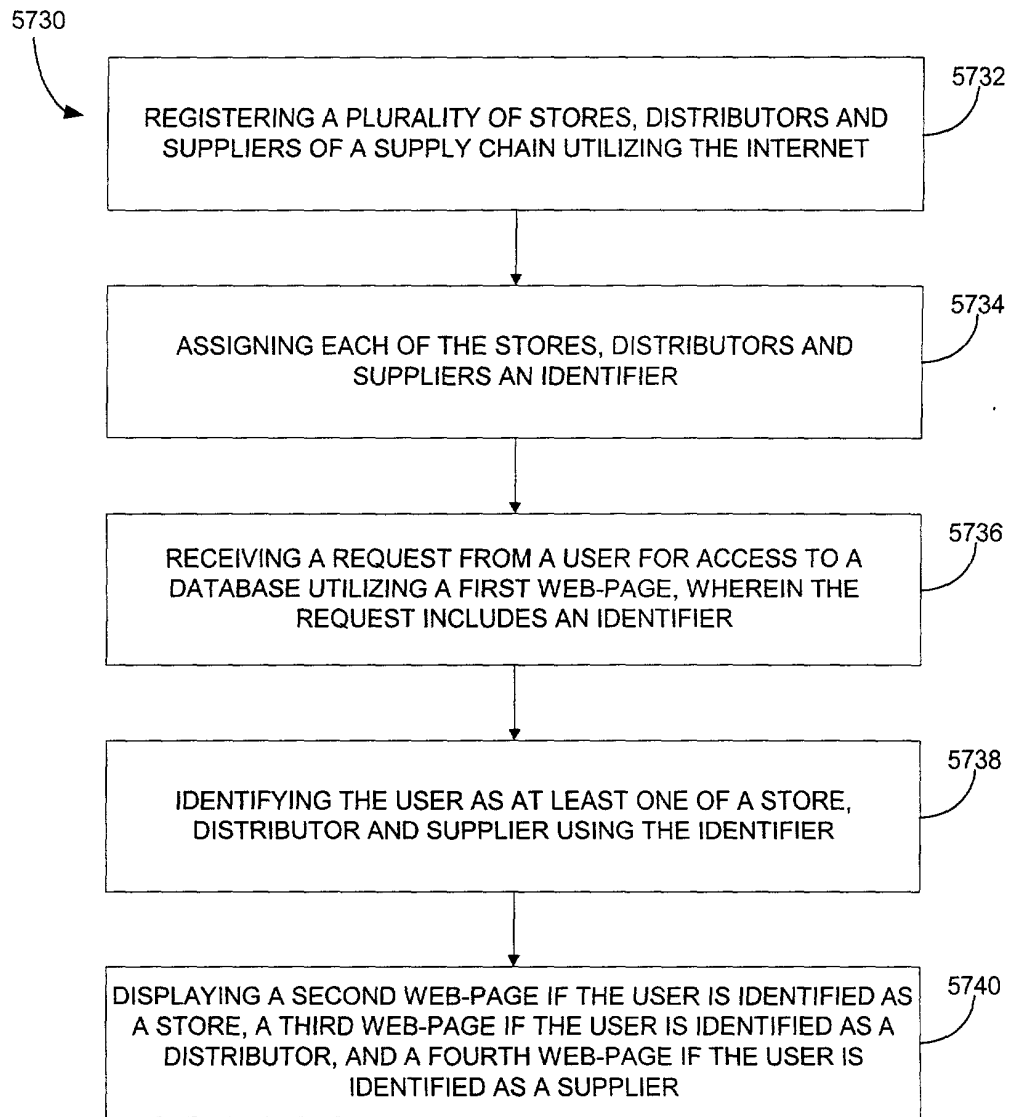
| DC Item No | RSI Item No | RSI Item Description               | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340      | 4439        | REGISTER TAPE-THERMAL 2.25" X 166' | \$21.27 | \$1.57 | \$22.84   |
| 12880      | 3586        | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$5.87  | \$1.57 | \$7.44    |
| 18980      | 399         | SAUCE-BULK-KRAFTBULLSEYE           | \$24.48 | \$1.57 | \$26.05   |
| 19432      | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07   |
| 20788      | 67          | MUSTARD-BULK 3 GAL                 | \$6.45  | \$1.57 | \$8.02    |
| 20840      | 4281        | WRAP-LOCAL OPTION                  | \$29.78 | \$1.57 | \$31.35   |
| 24340      | 66          | SAUCE-BULK-MAYONNAISE              | \$7.81  | \$1.57 | \$9.38    |
| 24500      | 4270        | WATER-ICE MOUNTAIN .5L             | \$6.41  | \$1.57 | \$7.98    |

Done

Internet

FIG. 56





**FIG. 57**

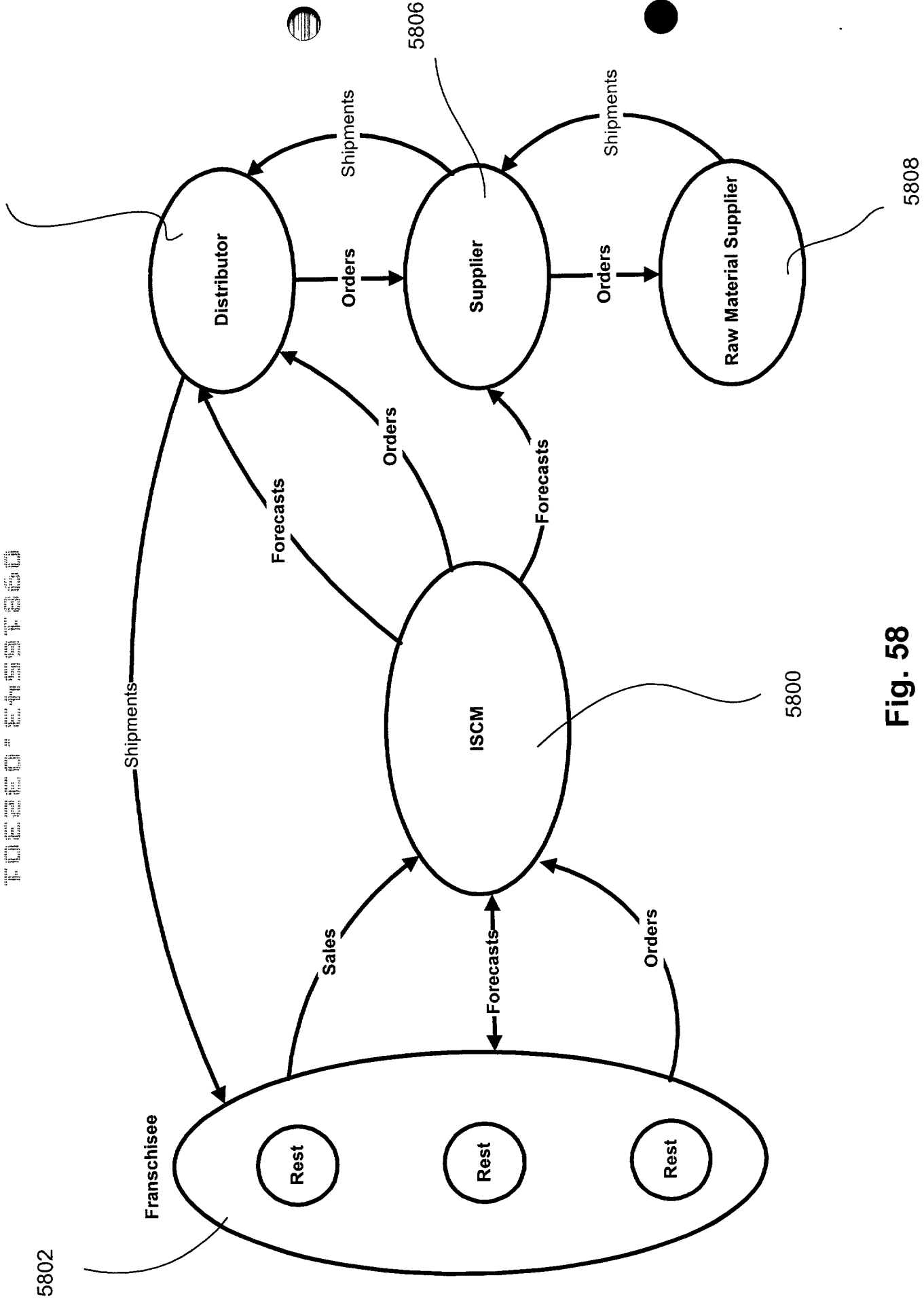
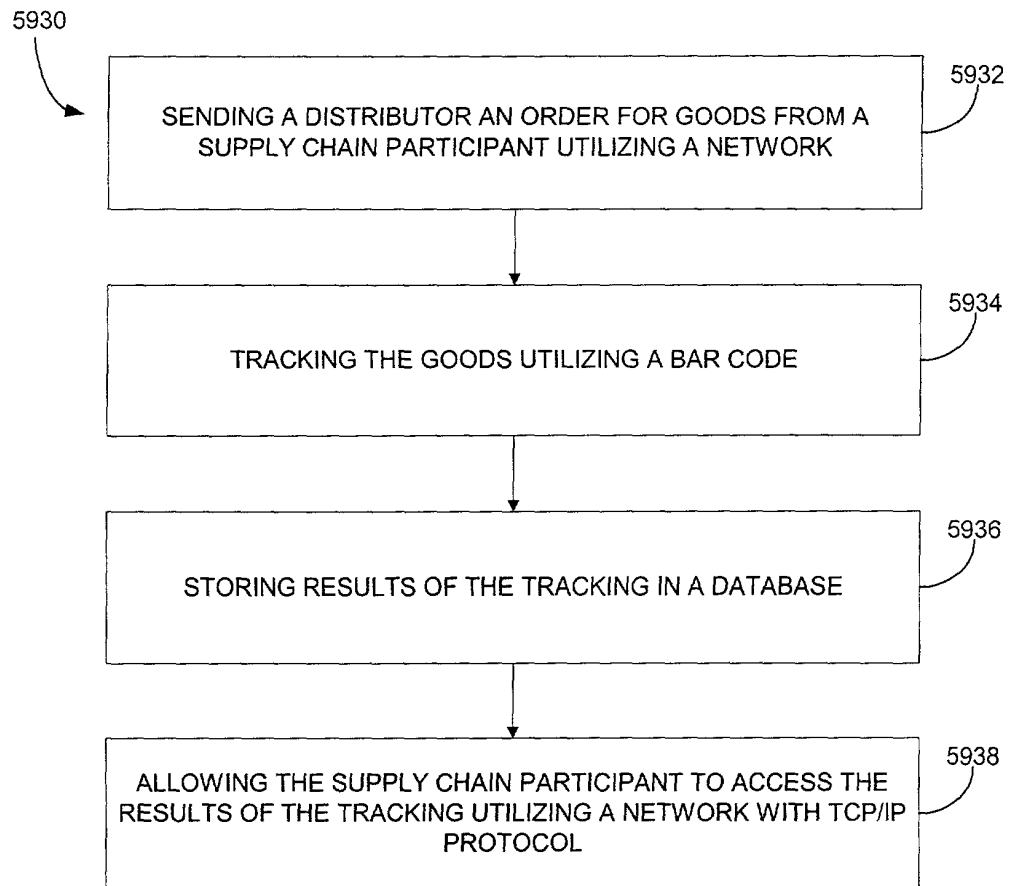
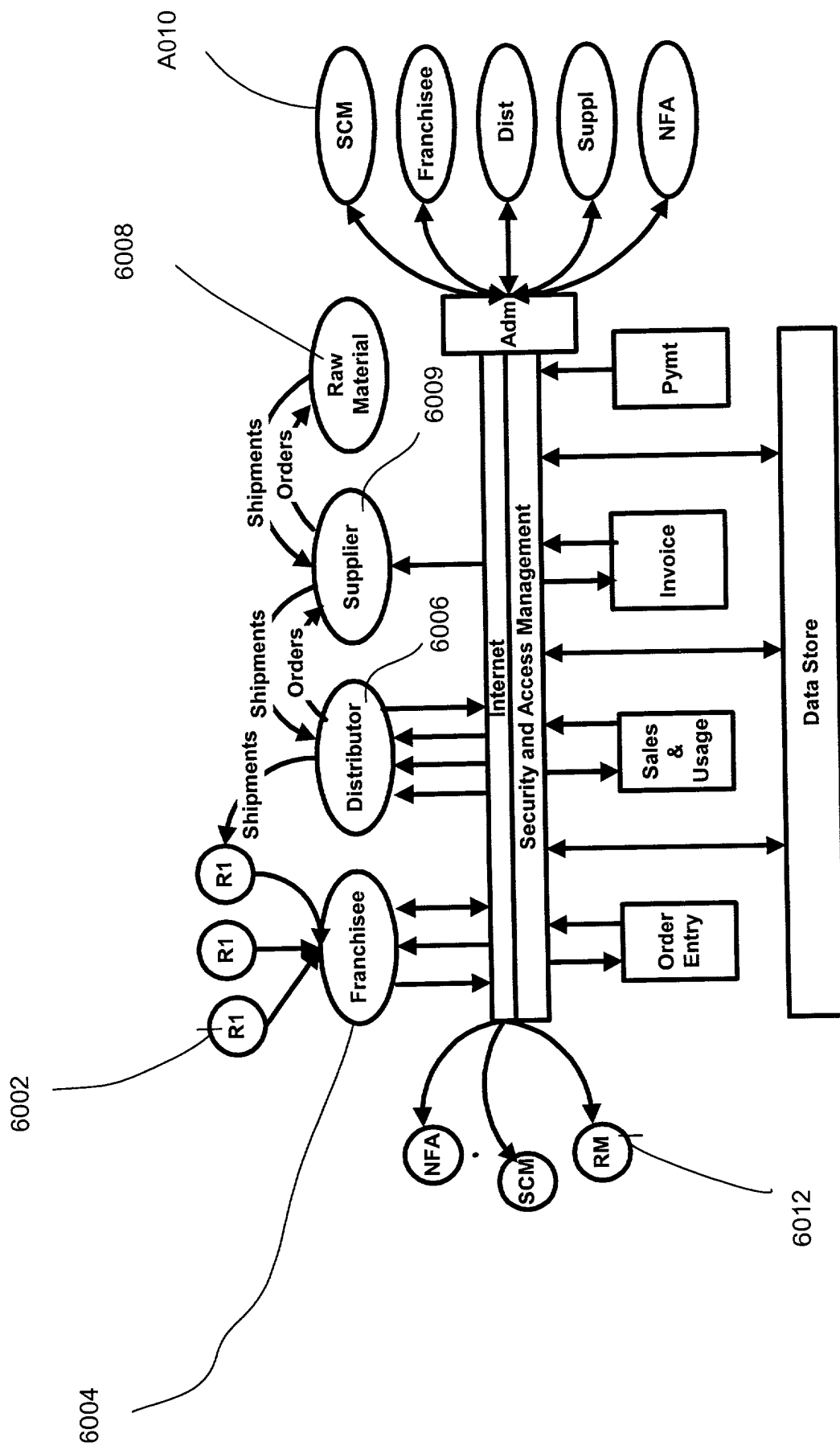


Fig. 58



**FIG. 59**



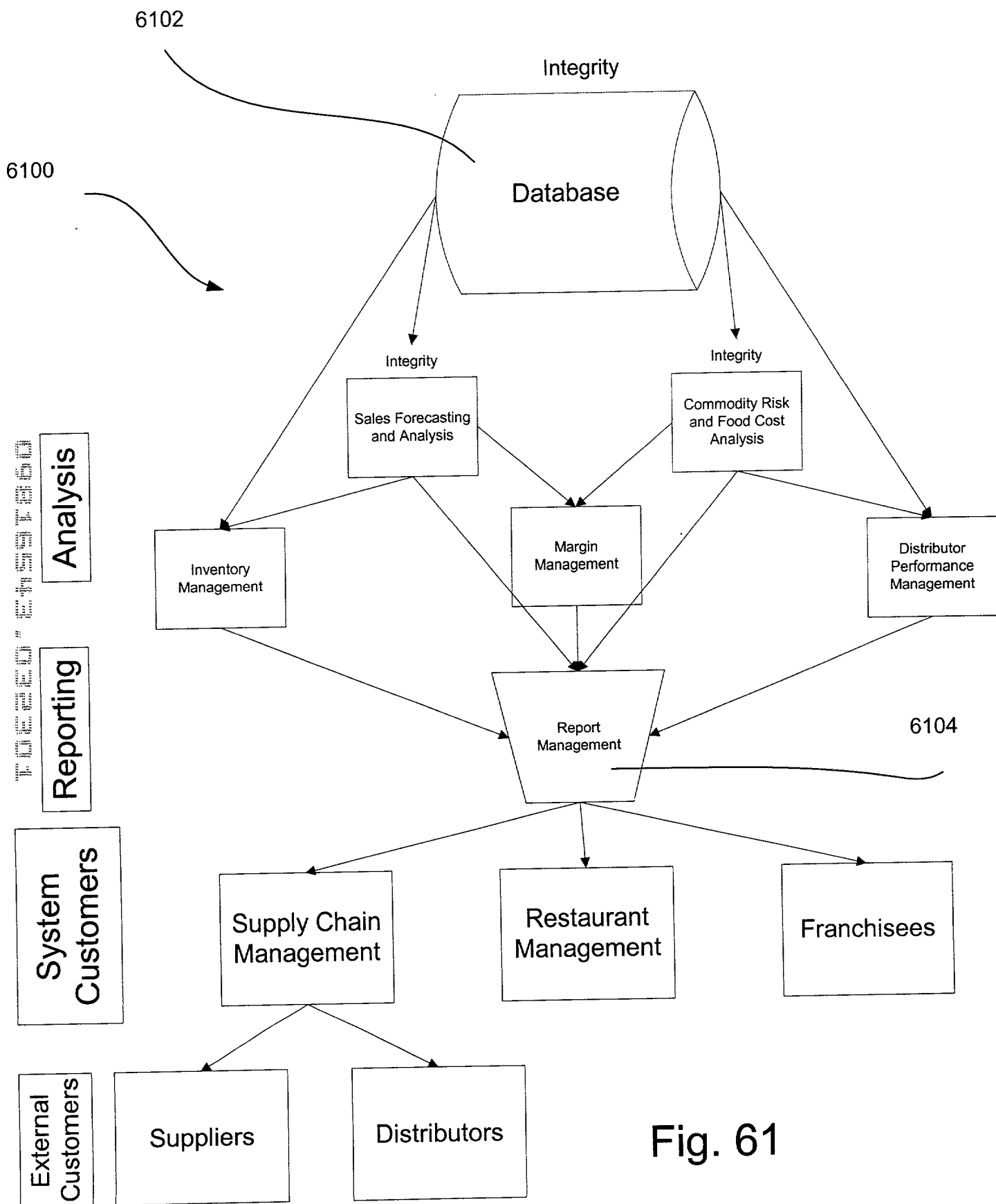
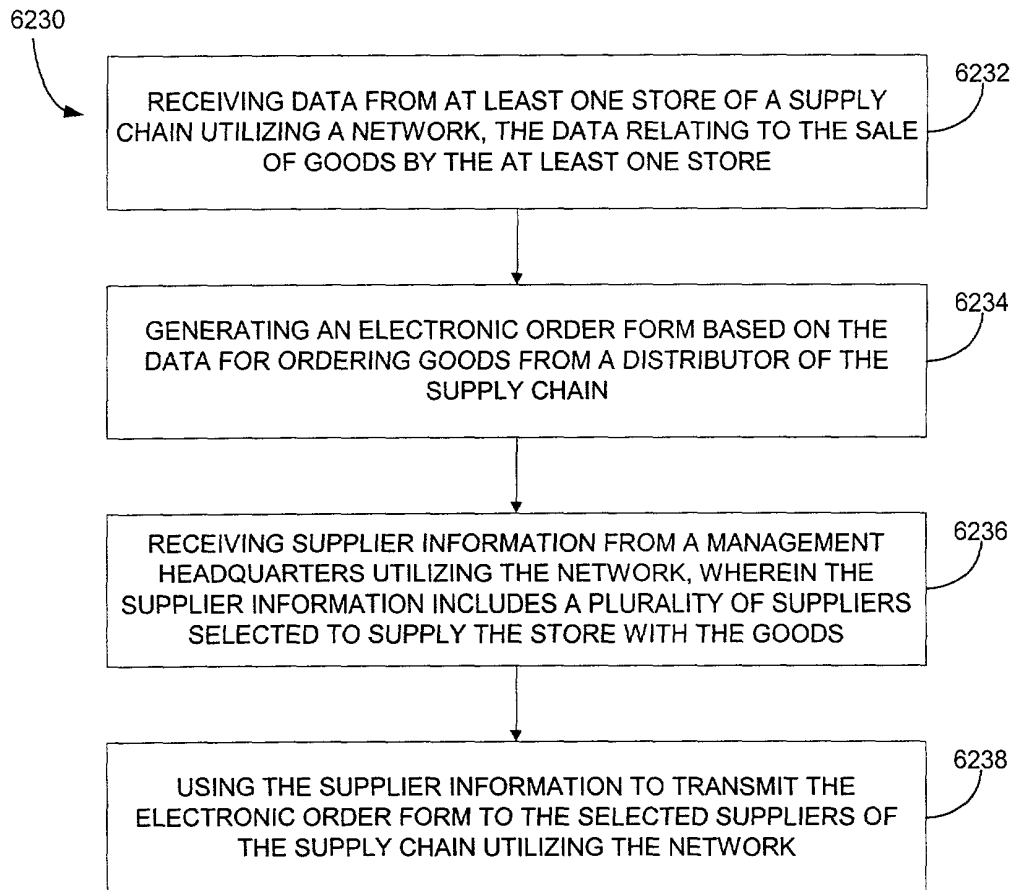


Fig. 61



**FIG. 62**

6300

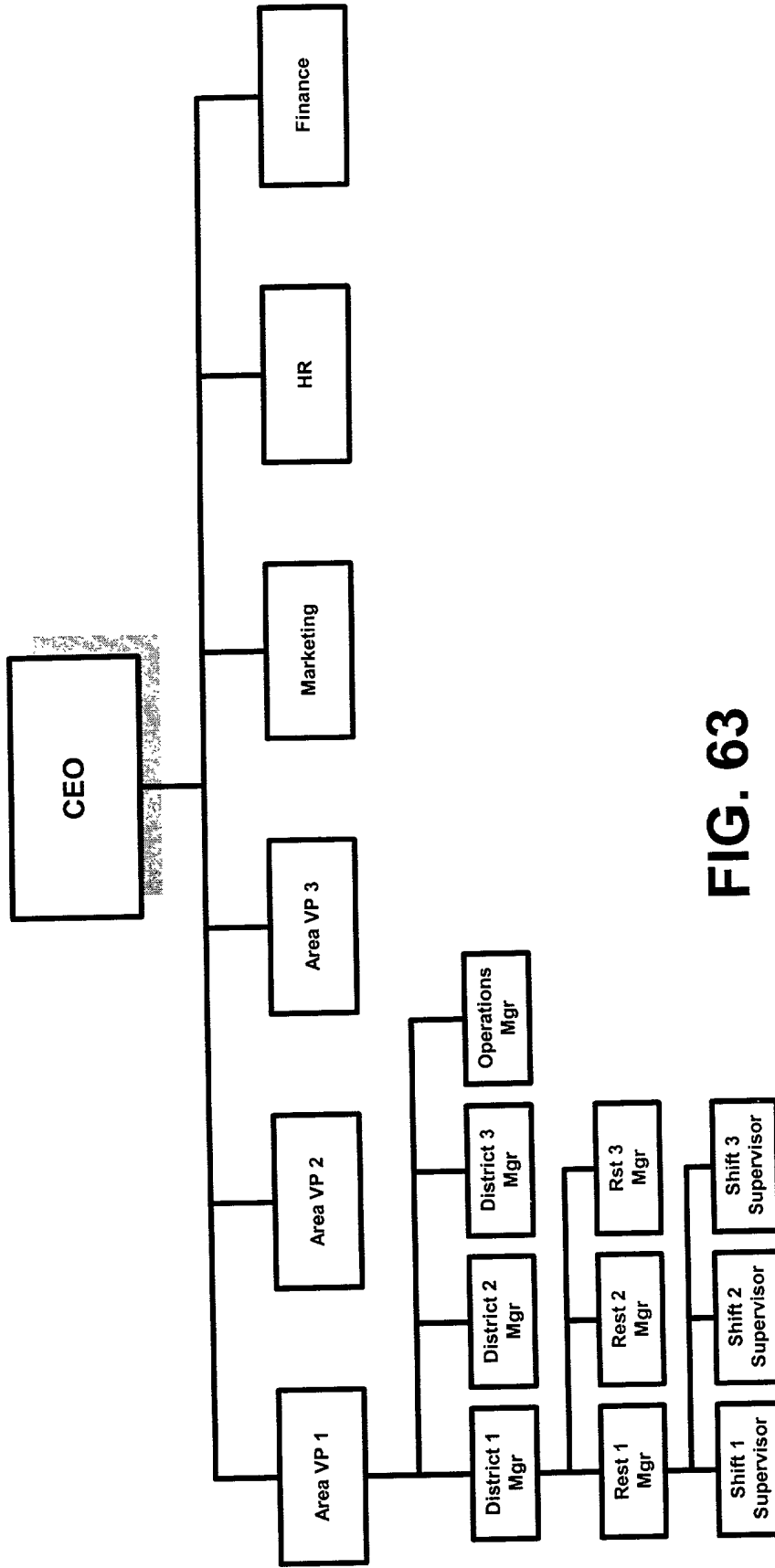
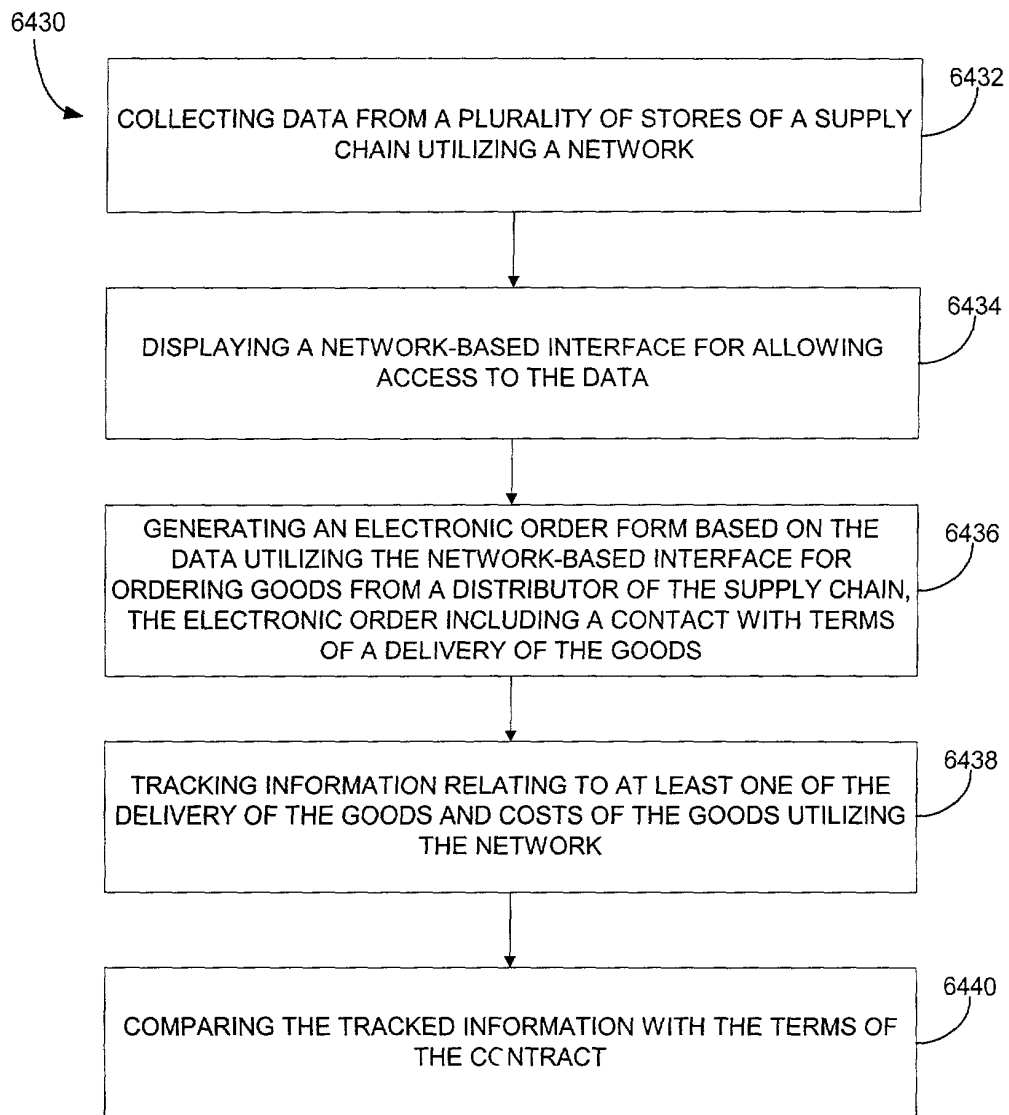


FIG. 63



**FIG. 64**



6530

RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY  
CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF GOODS BY THE AT LEAST ONE STORE

6532

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA  
FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS  
OF THE SUPPLY CHAIN

6534

SENDING THE ELECTRONIC ORDER FORMS TO THE  
DISTRIBUTORS SO THAT THE GOODS ARE DELIVERED TO THE  
STORES

6536

COMPARING THE ELECTRONIC ORDER FORMS FOR EACH OF THE  
DISTRIBUTORS FOR MONITORING THE RELIANCE OF THE AT  
LEAST ONE STORE ON EACH DISTRIBUTOR

6538

**FIG. 65**

6630

RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE AT LEAST ONE STORE

6632

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF SUPPLIERS OF THE SUPPLY CHAIN

6634

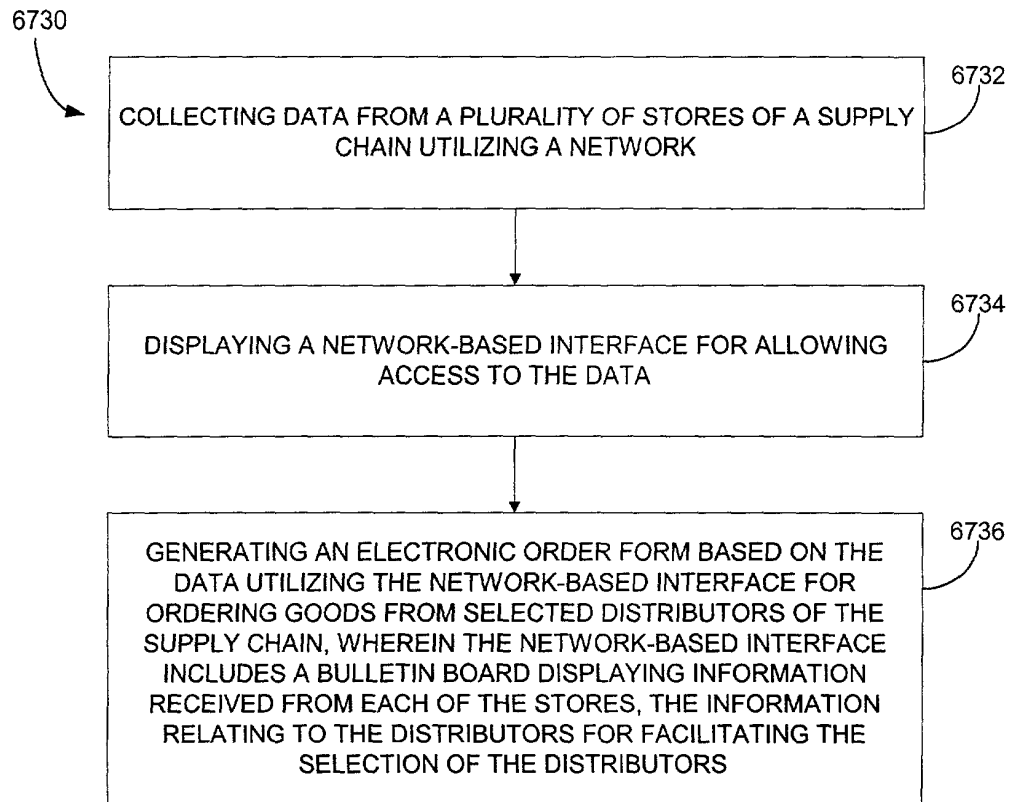
SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLIERS SO THAT THE GOODS ARE SUPPLIED TO THE STORES

6636

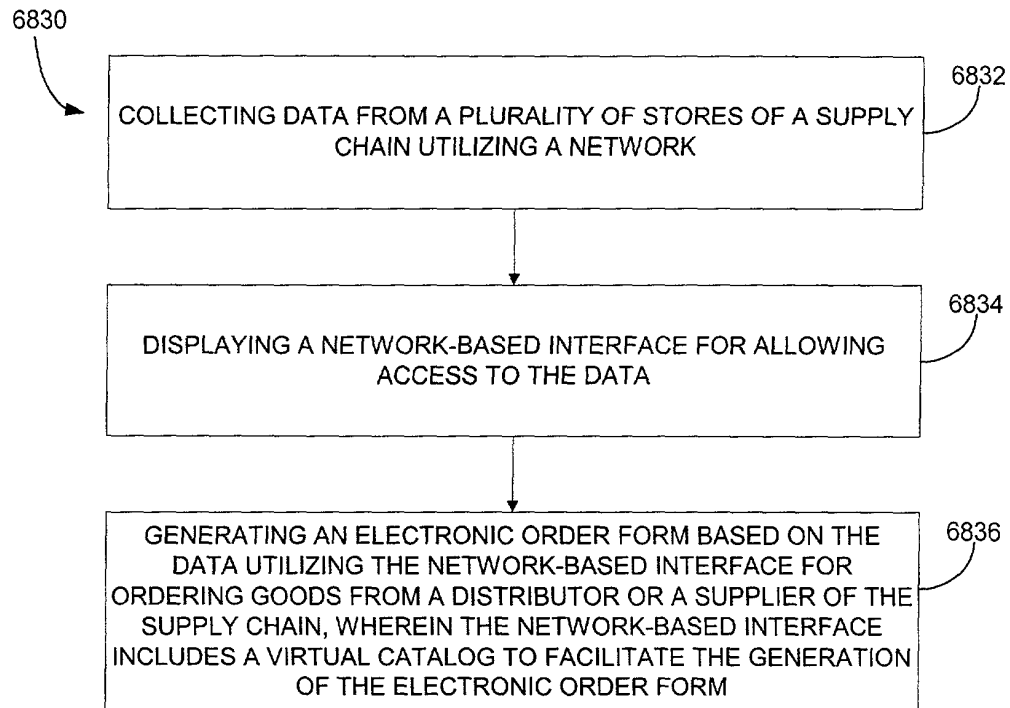
COMPARING THE ELECTRONIC ORDER FORMS FOR EACH OF THE SUPPLIERS FOR MONITORING THE RELIANCE OF THE AT LEAST ONE STORE ON EACH SUPPLIER

6638

**FIG. 66**



**FIG. 67**



**FIG. 68**

FIG. 68

6900

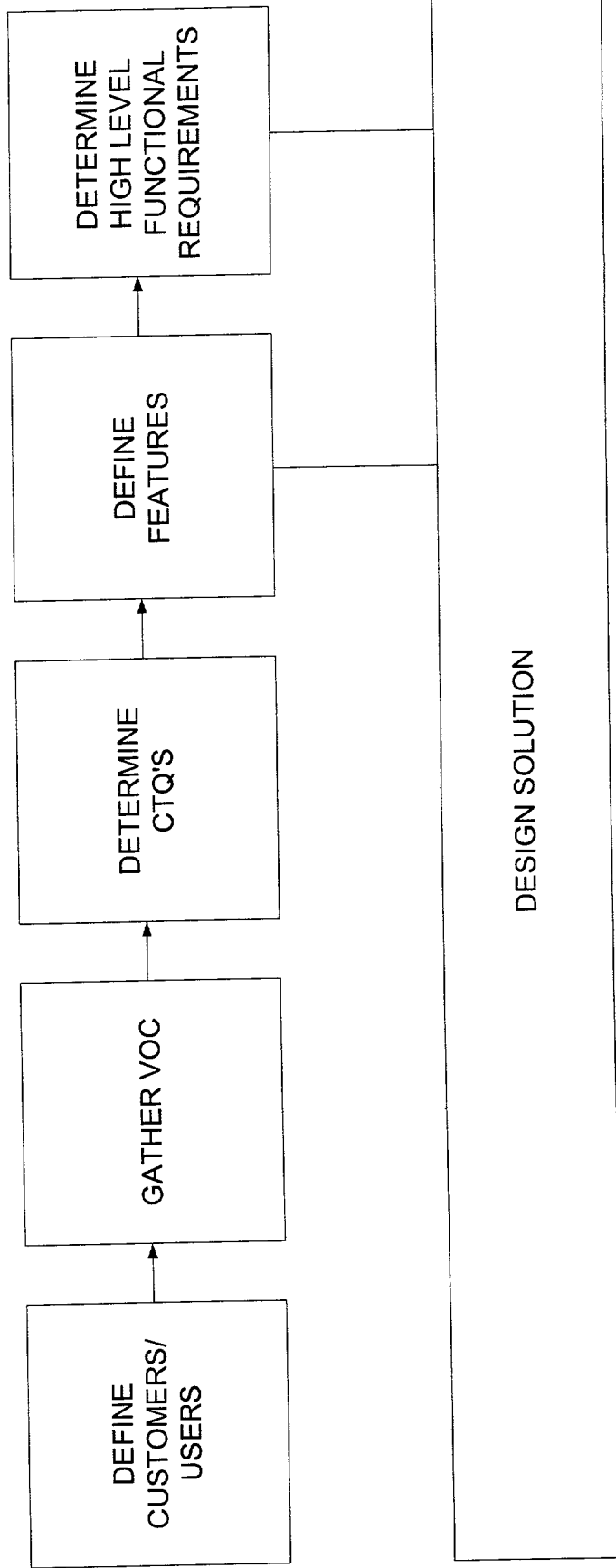
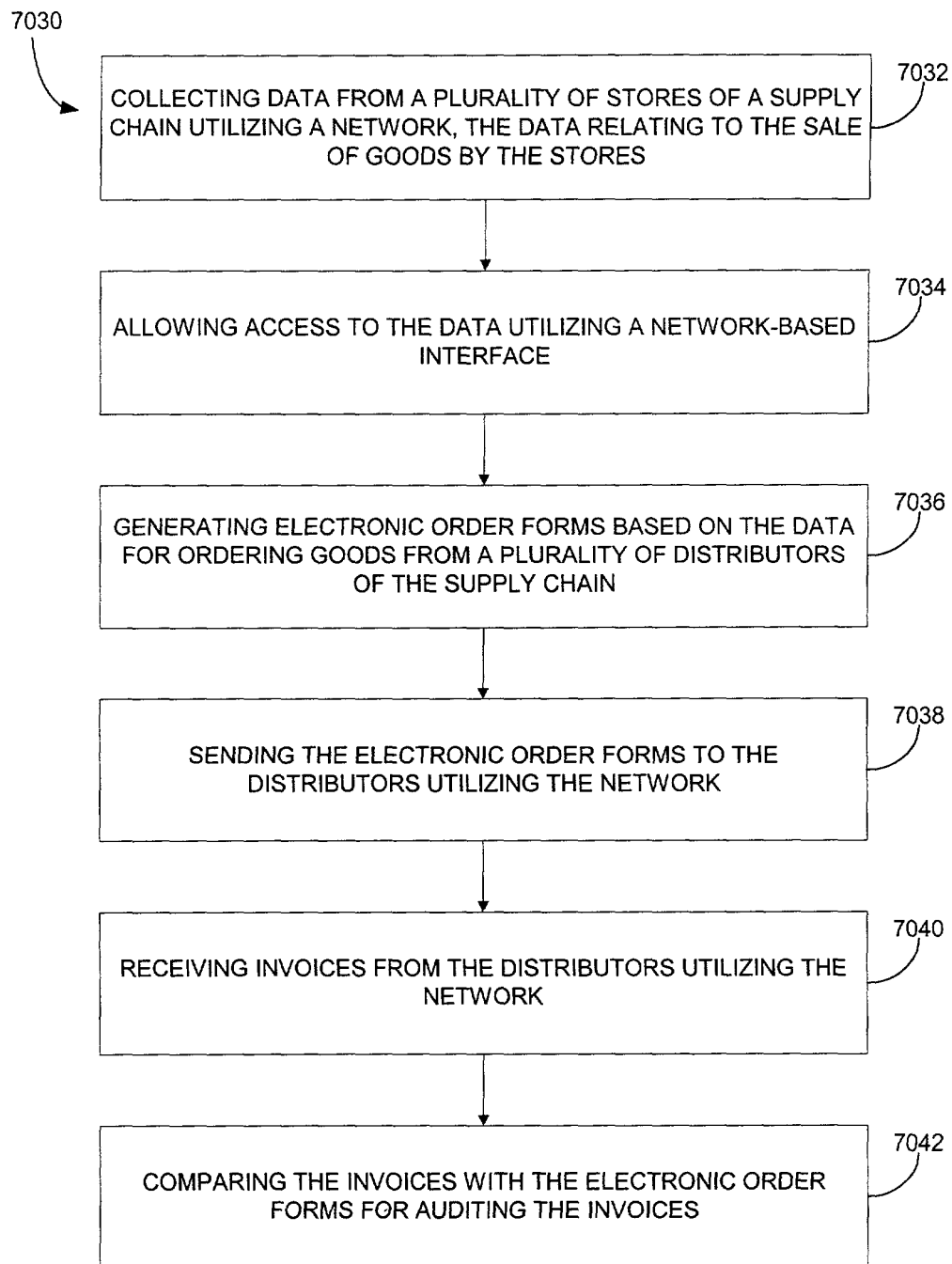
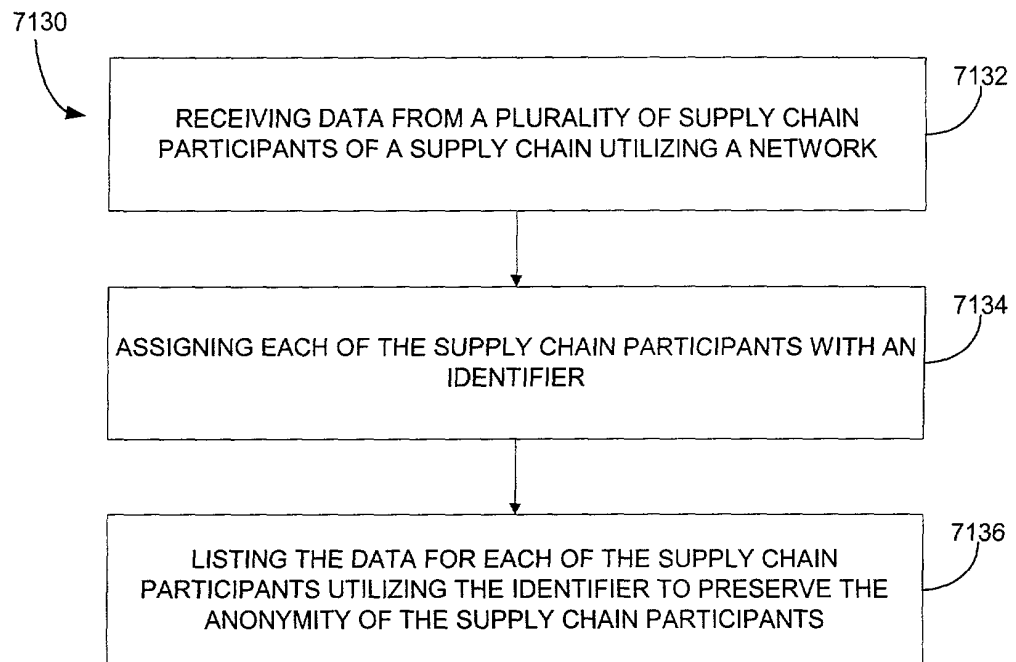


FIG. 69



**FIG. 70**



**FIG. 71**

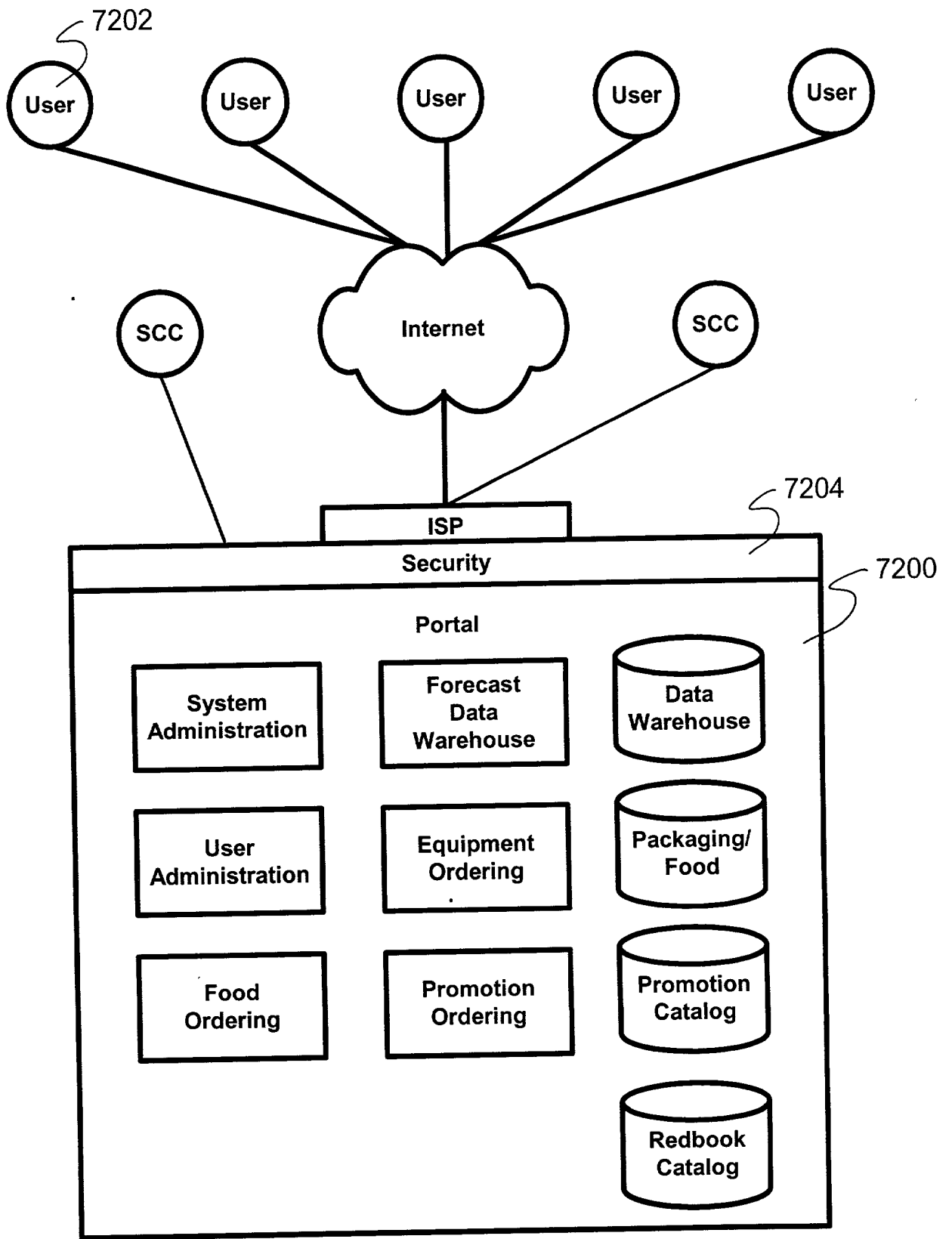
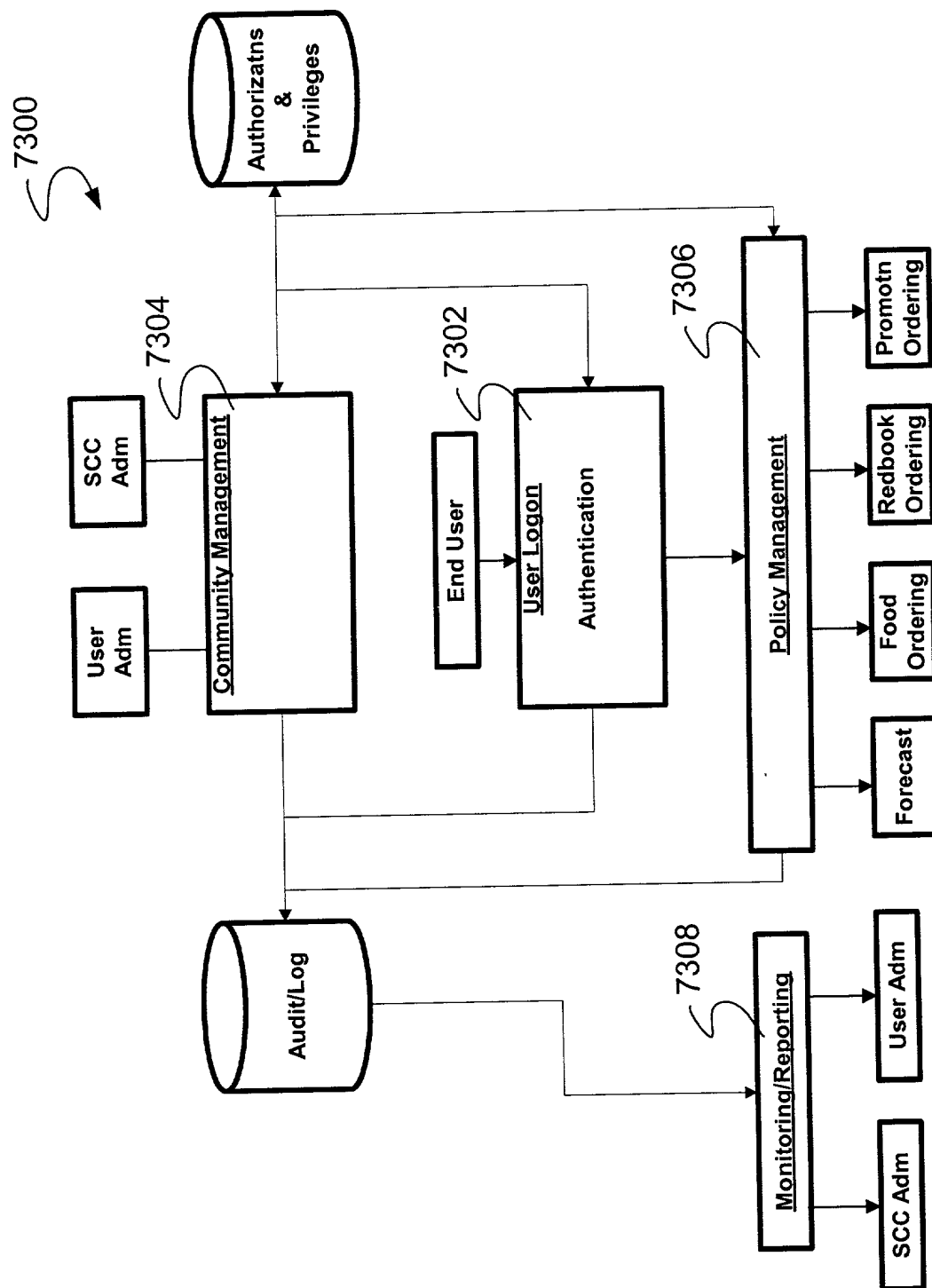


FIG. 72





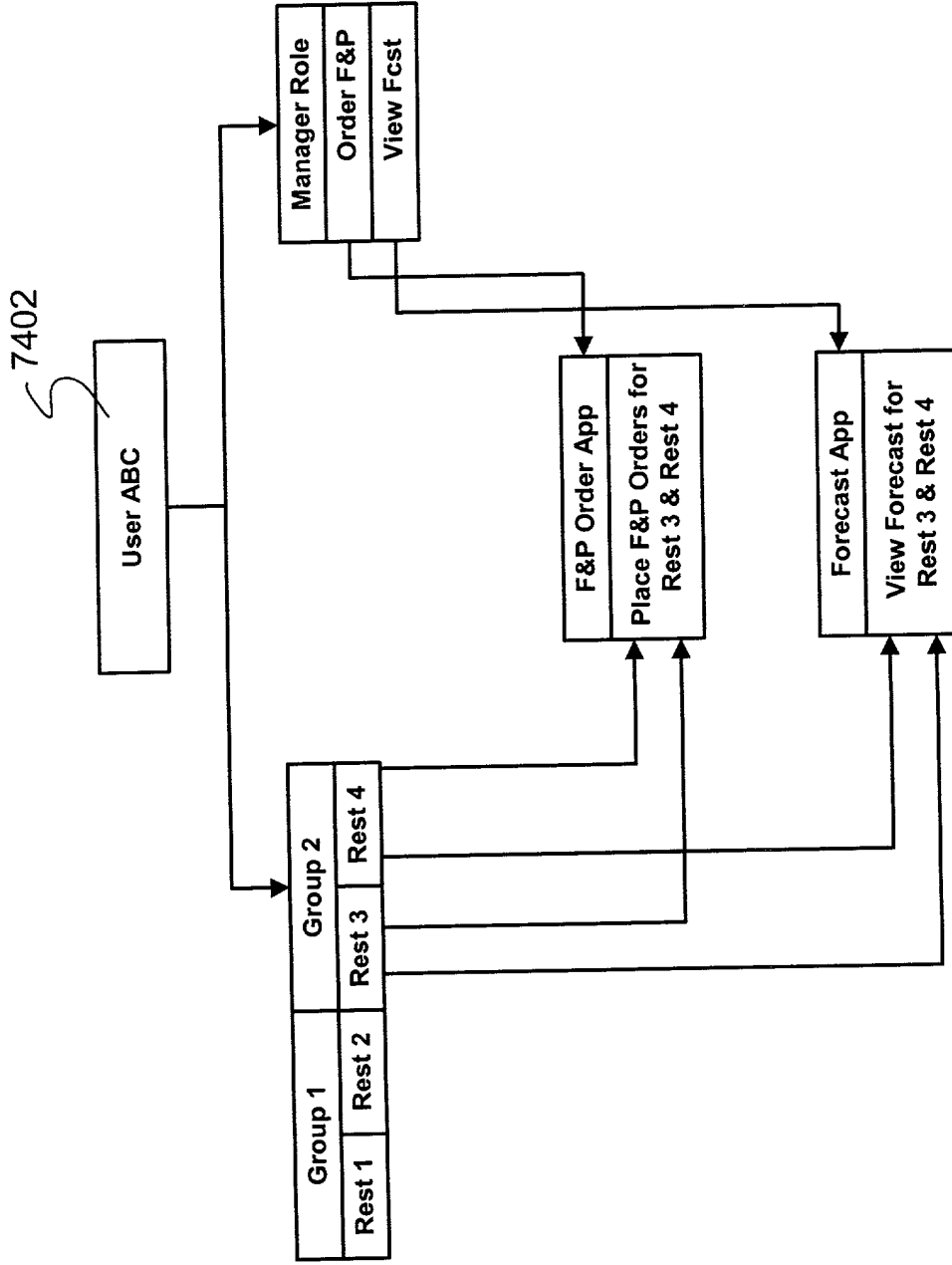
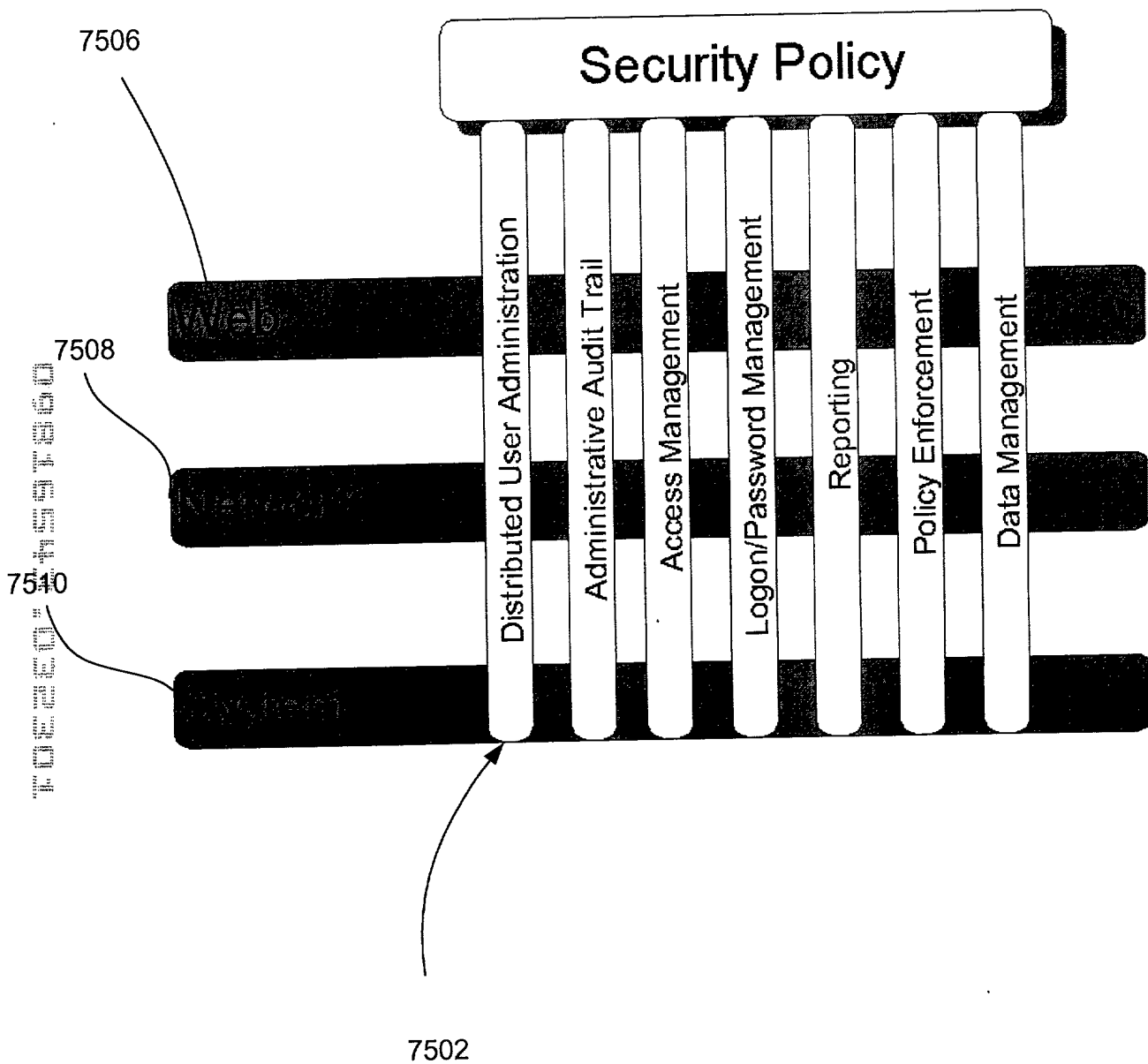
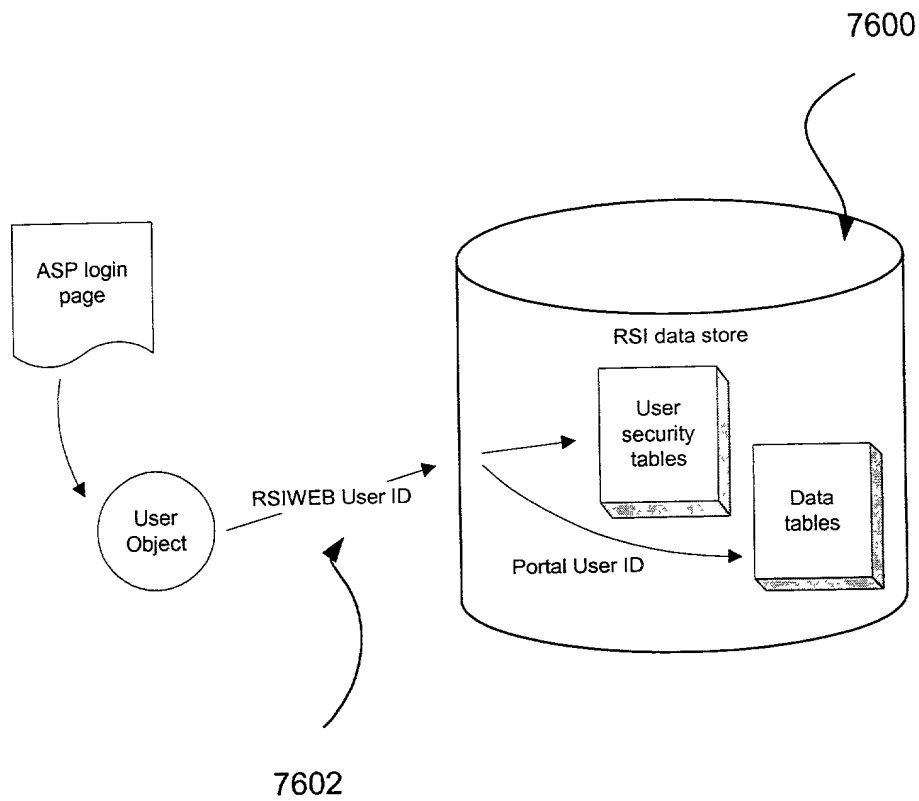


FIG. 74



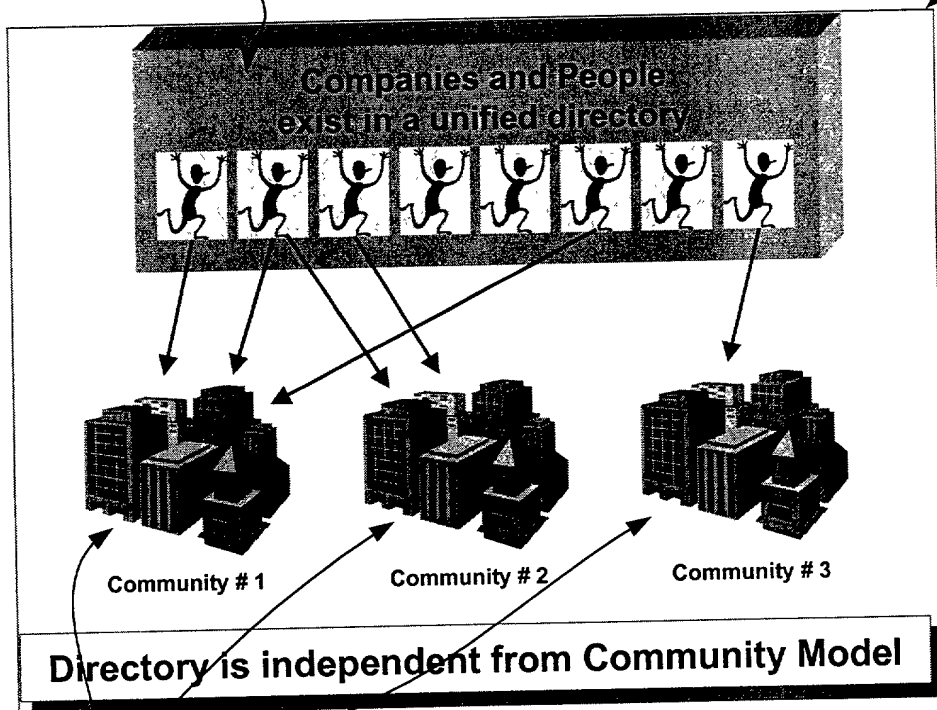
**Fig. 75**



**Fig. 76**

7700

7704



7702

Fig. 77

7800

7802

7804

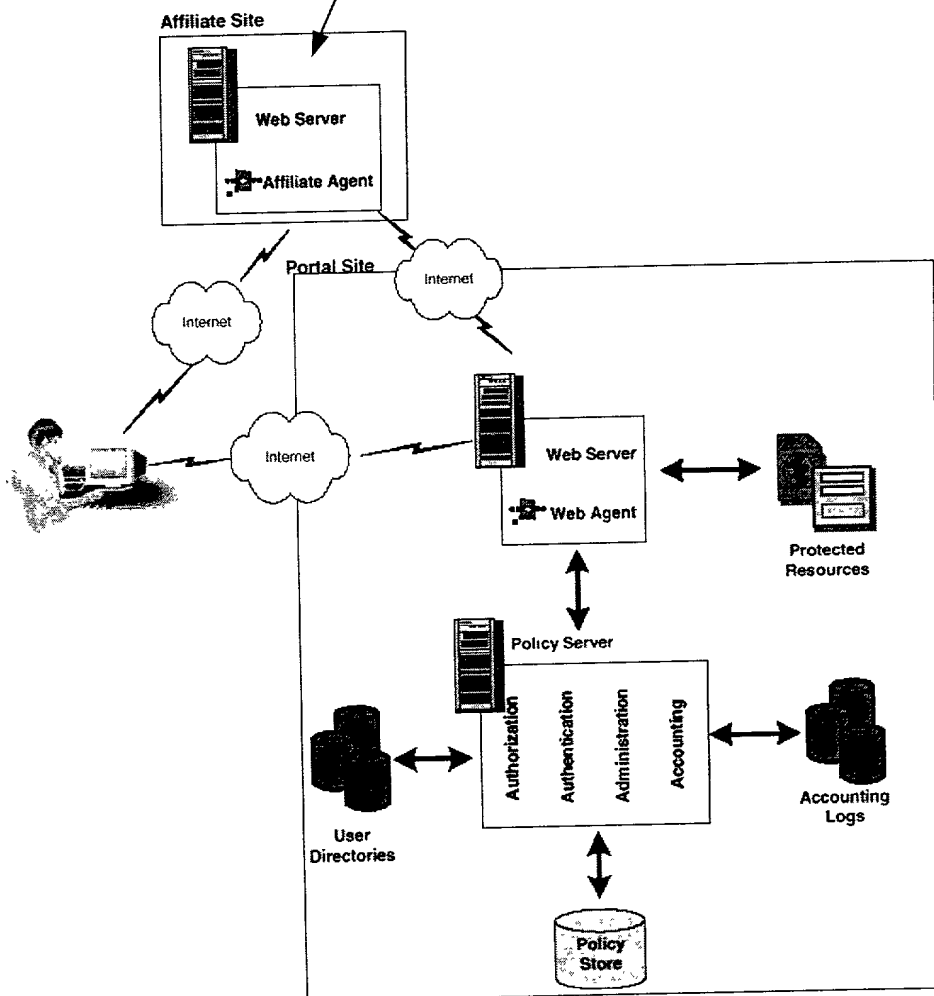


Fig. 78

7900

7902

# Policy-Based Web Security Model

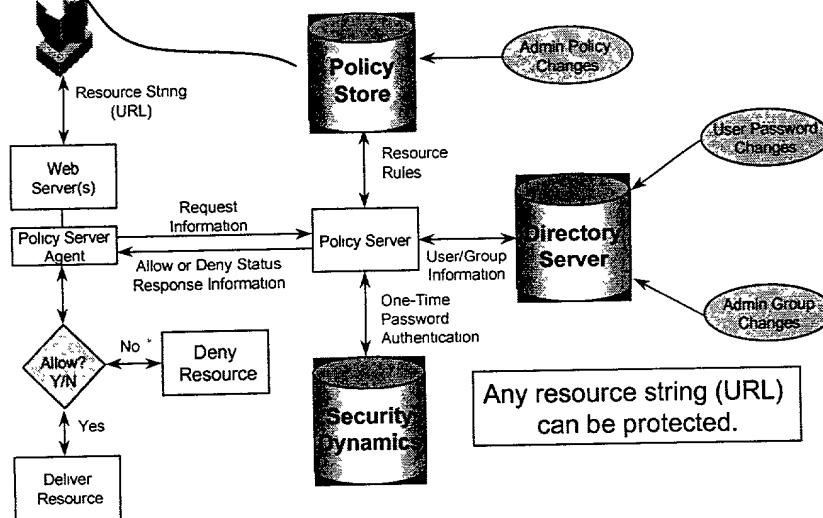
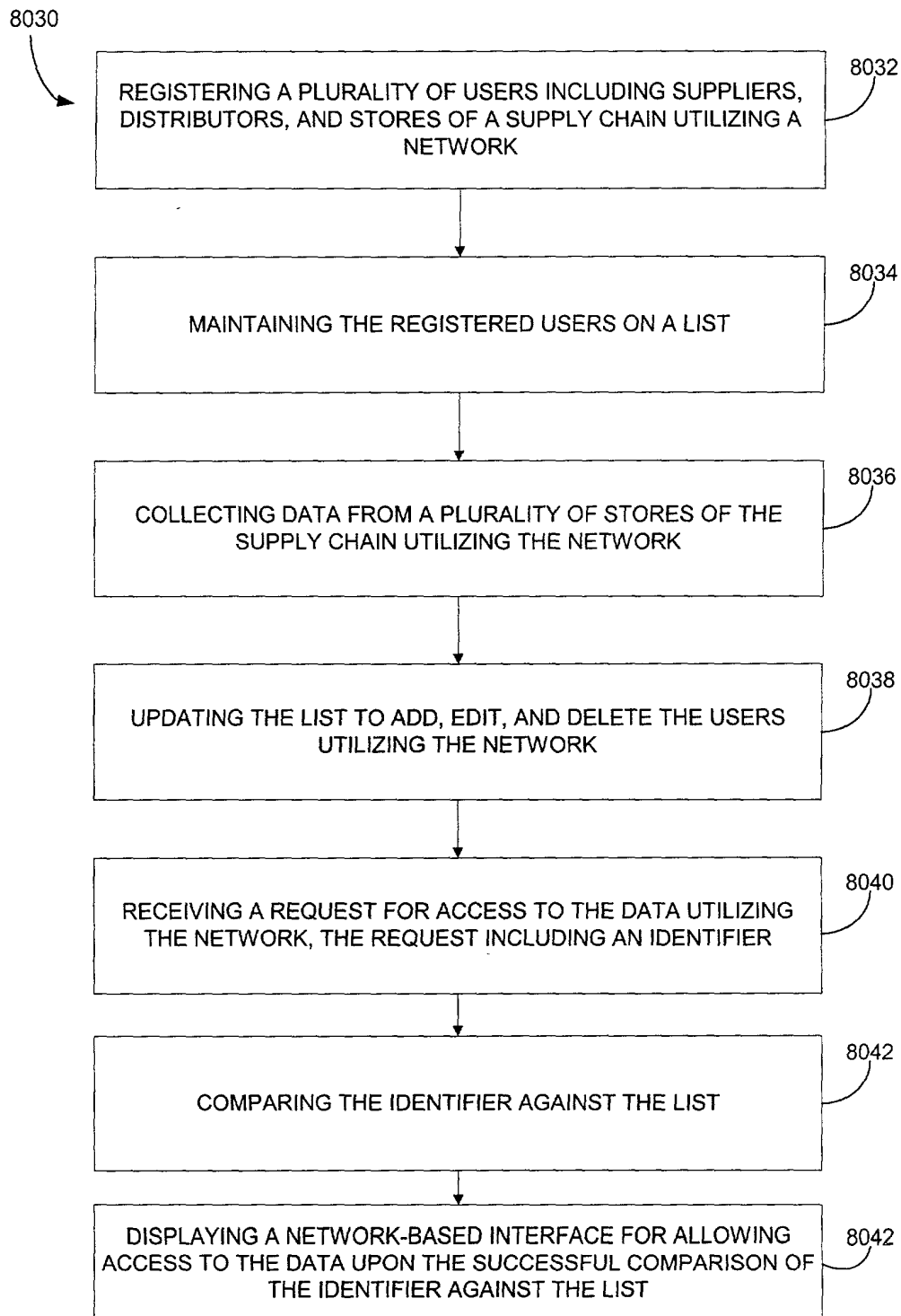
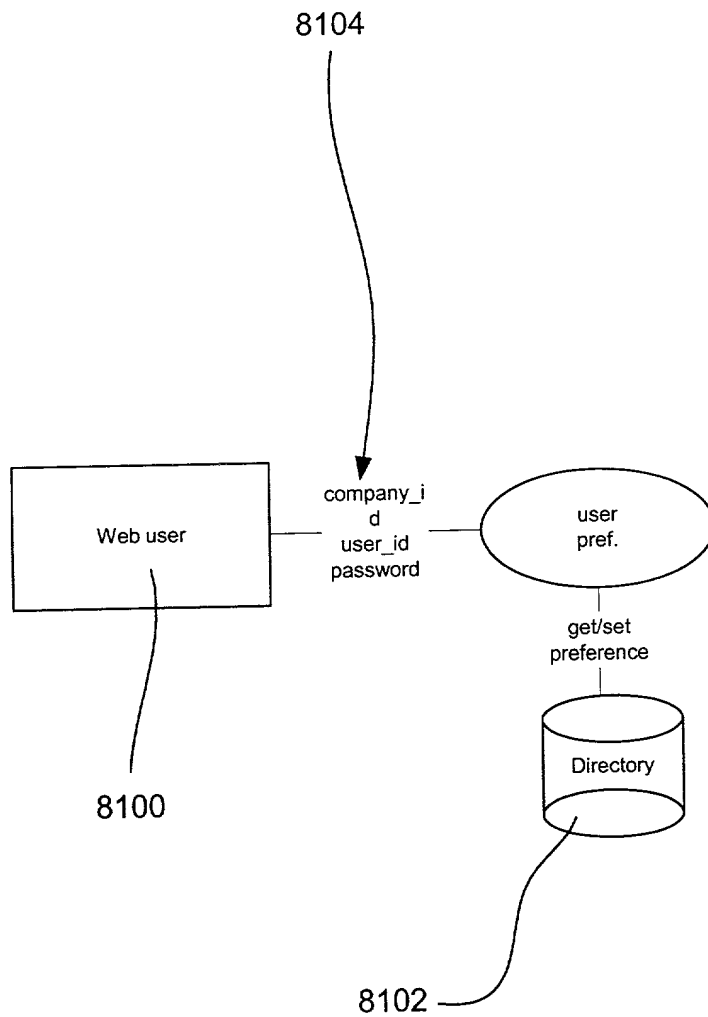


Fig. 79

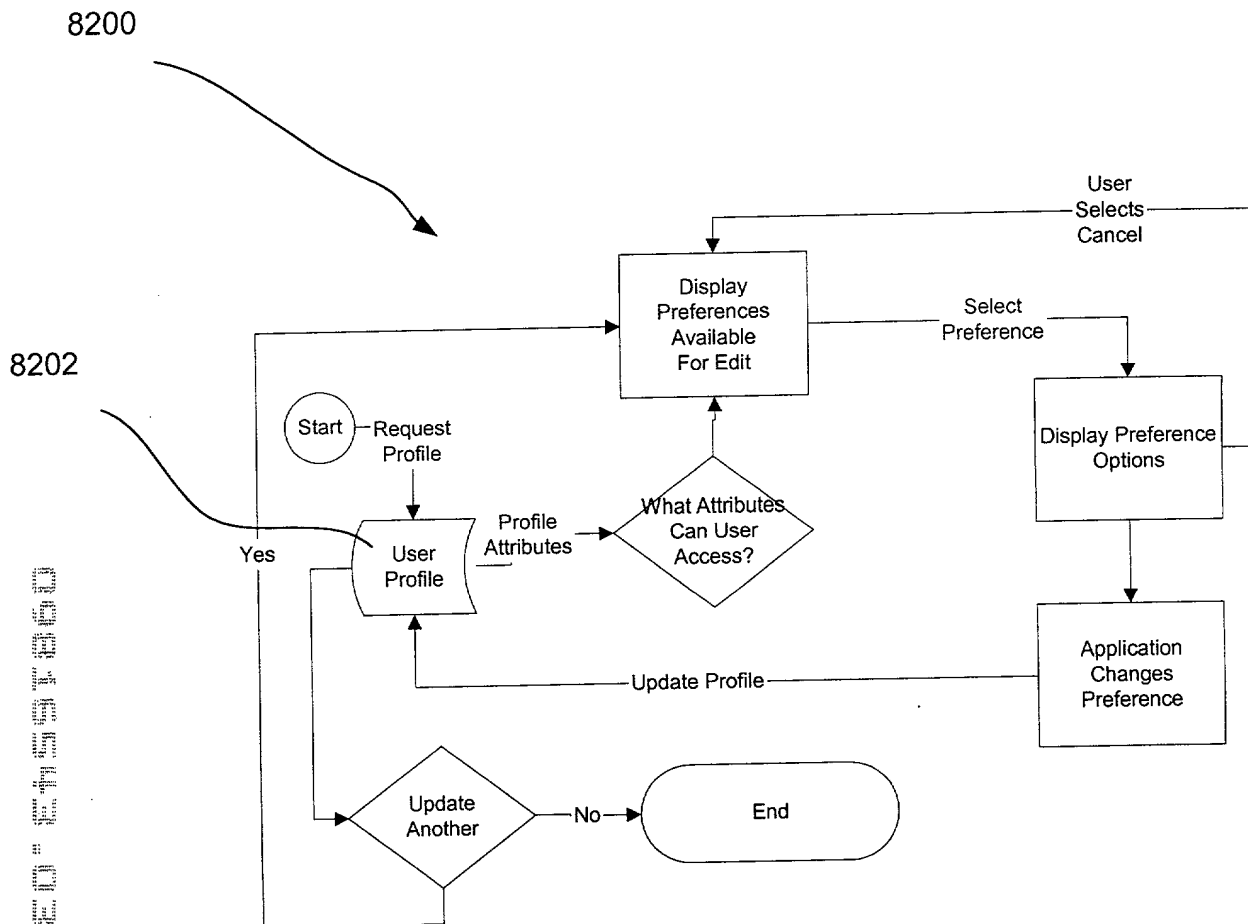


**FIG. 80**





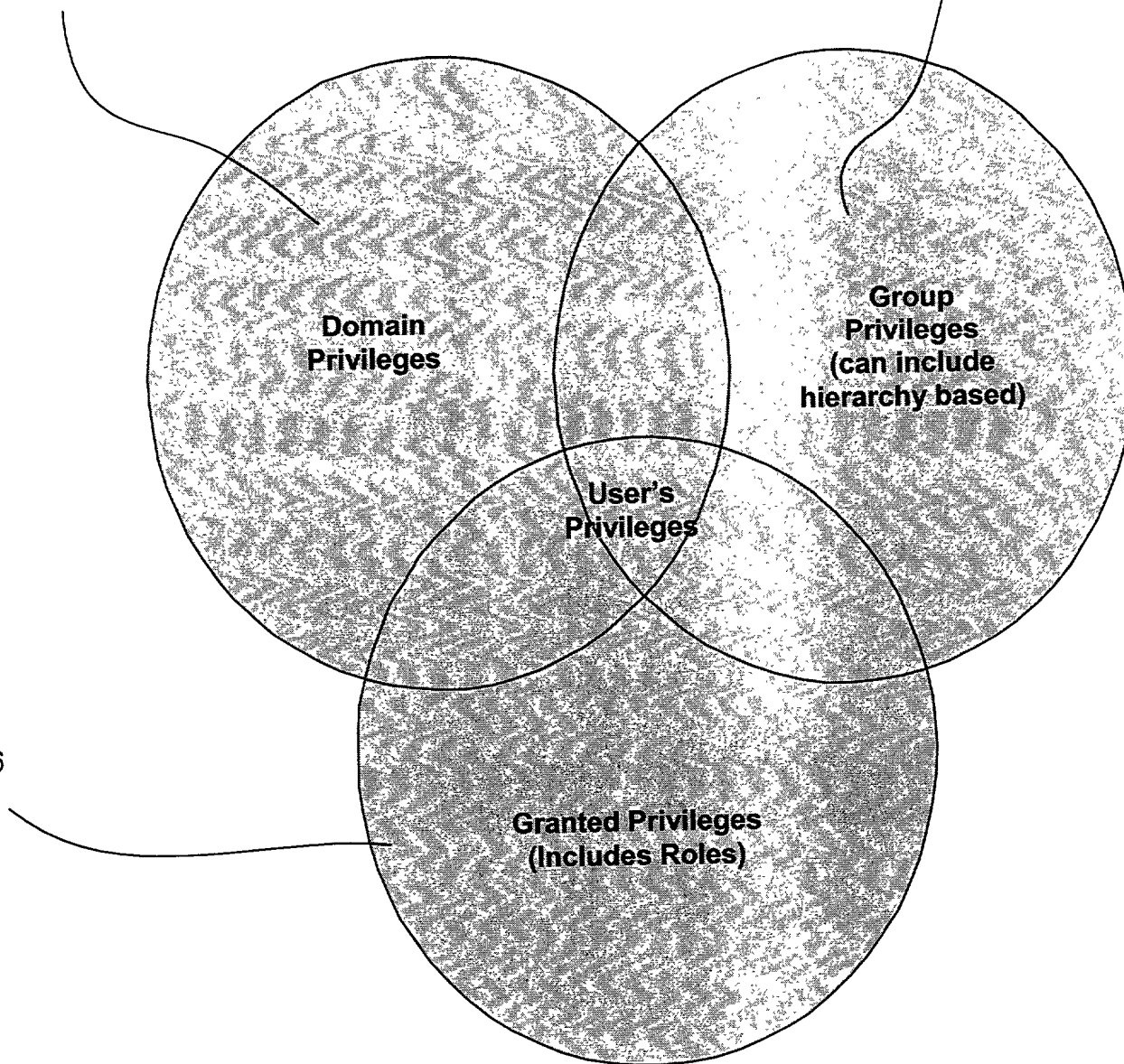
**Fig. 81**



**Fig. 82**

8302

8304

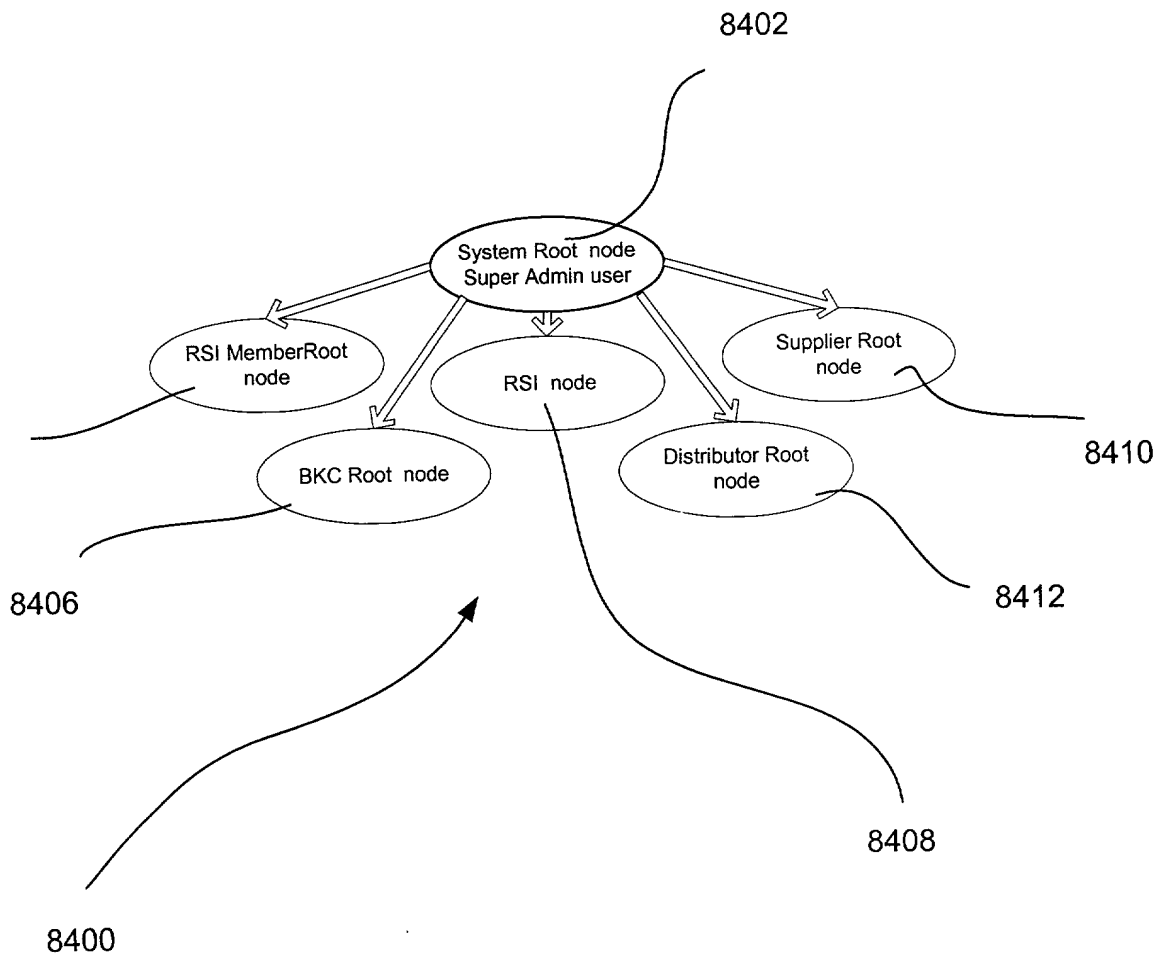


Patented by 8306

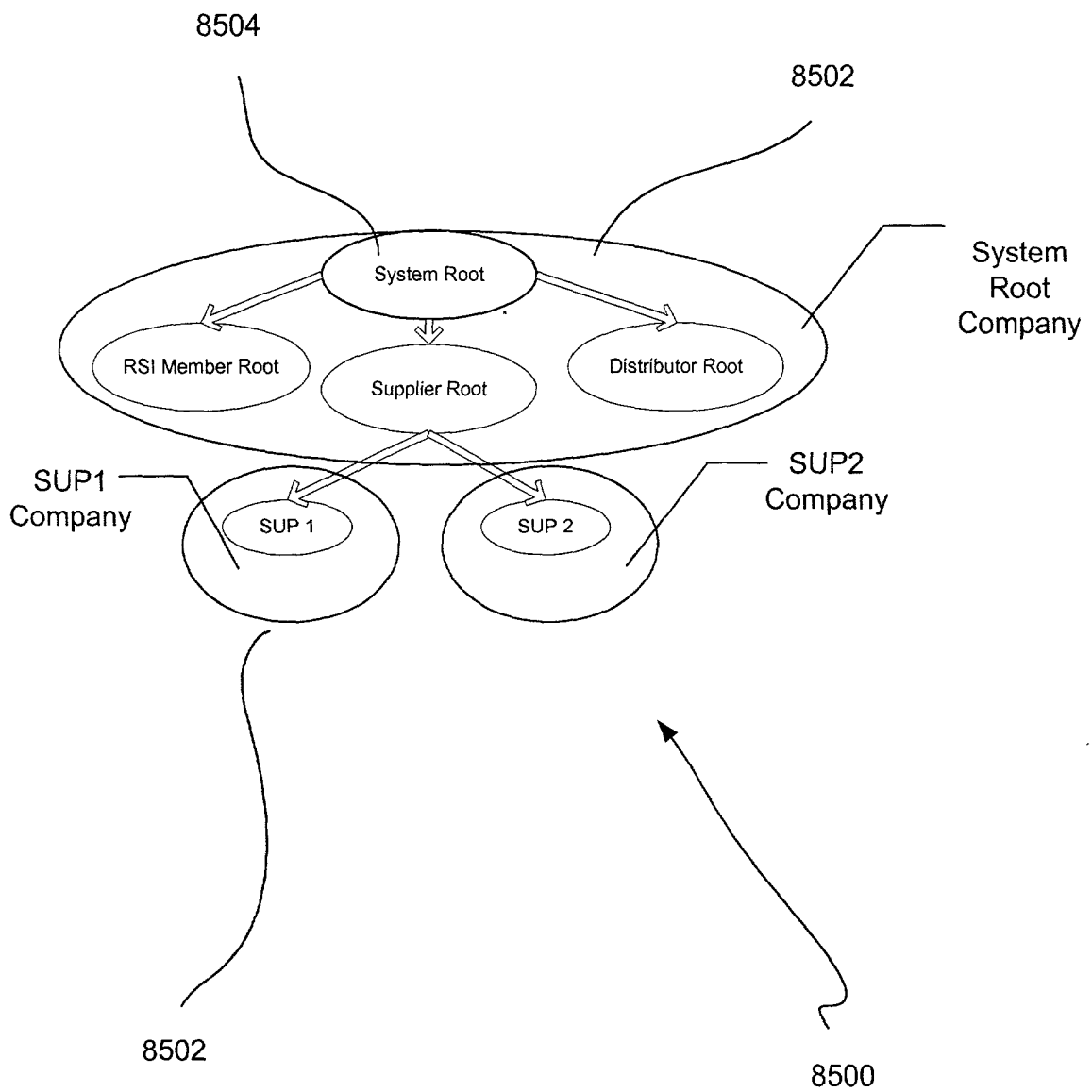
8300

**Fig. 83**

8404



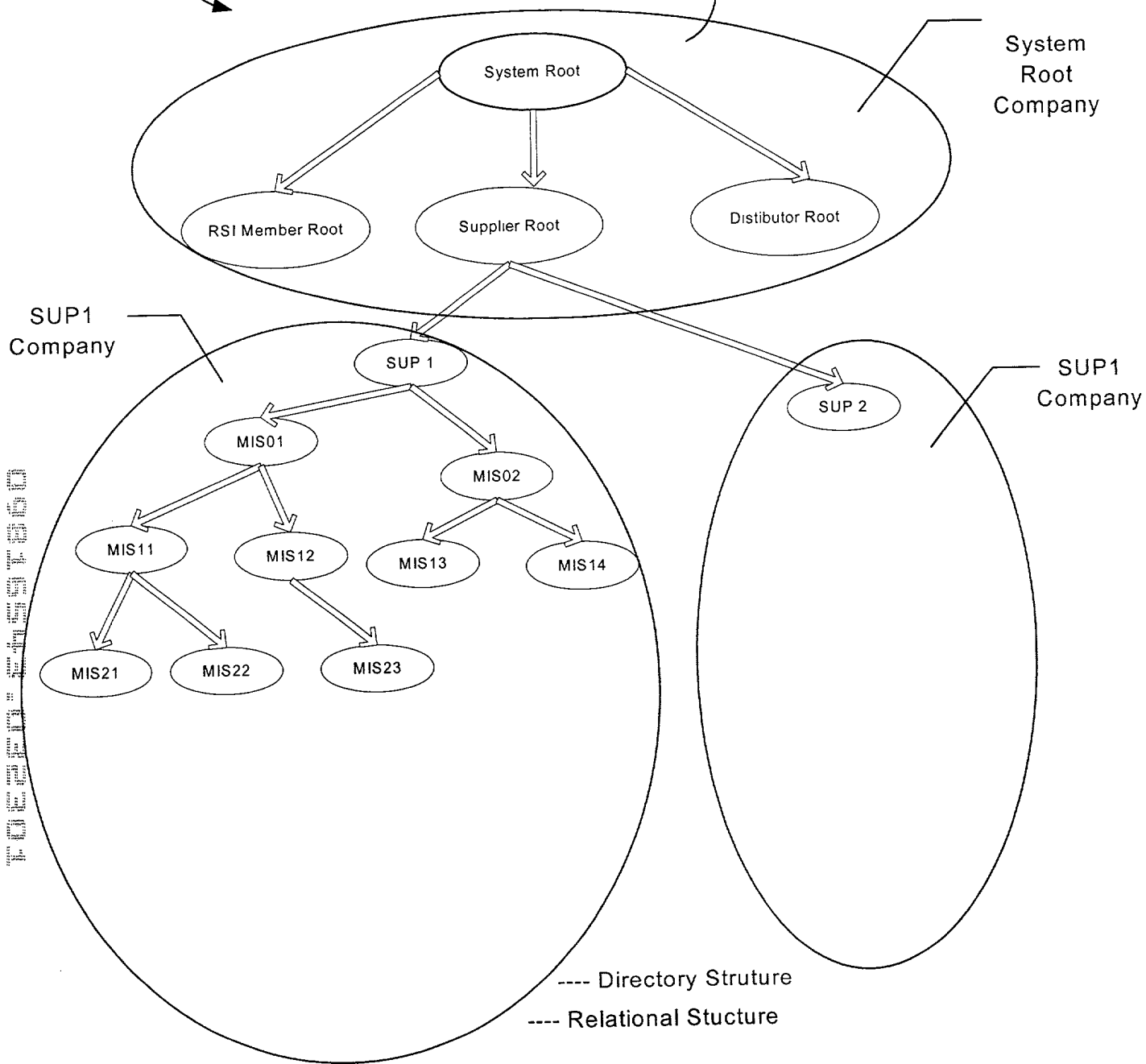
**Fig. 84**



**Fig. 85**

8600

8602



**Fig. 86**

8700

## Group Hierarchy Management: Data Flow

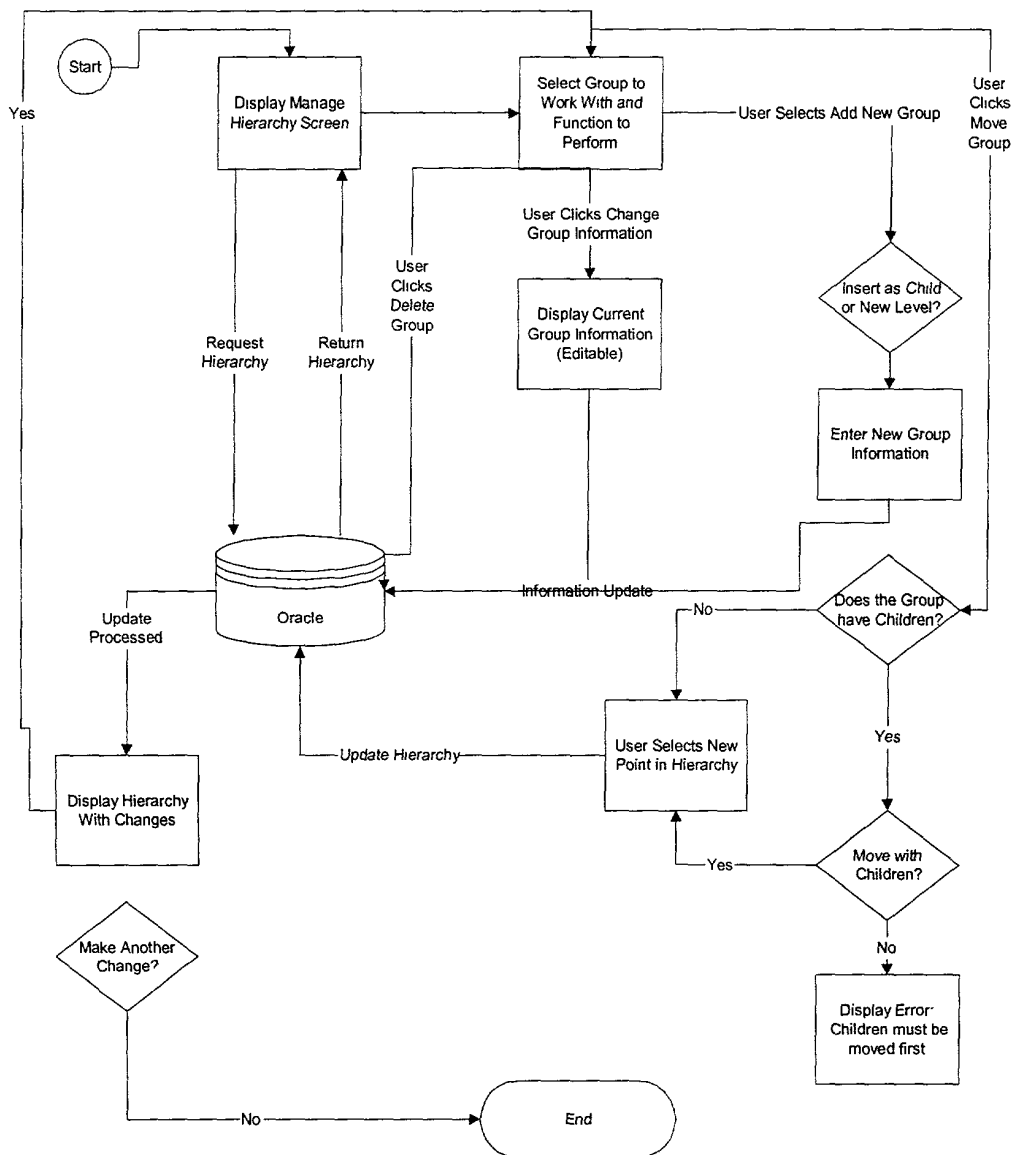


Fig. 87

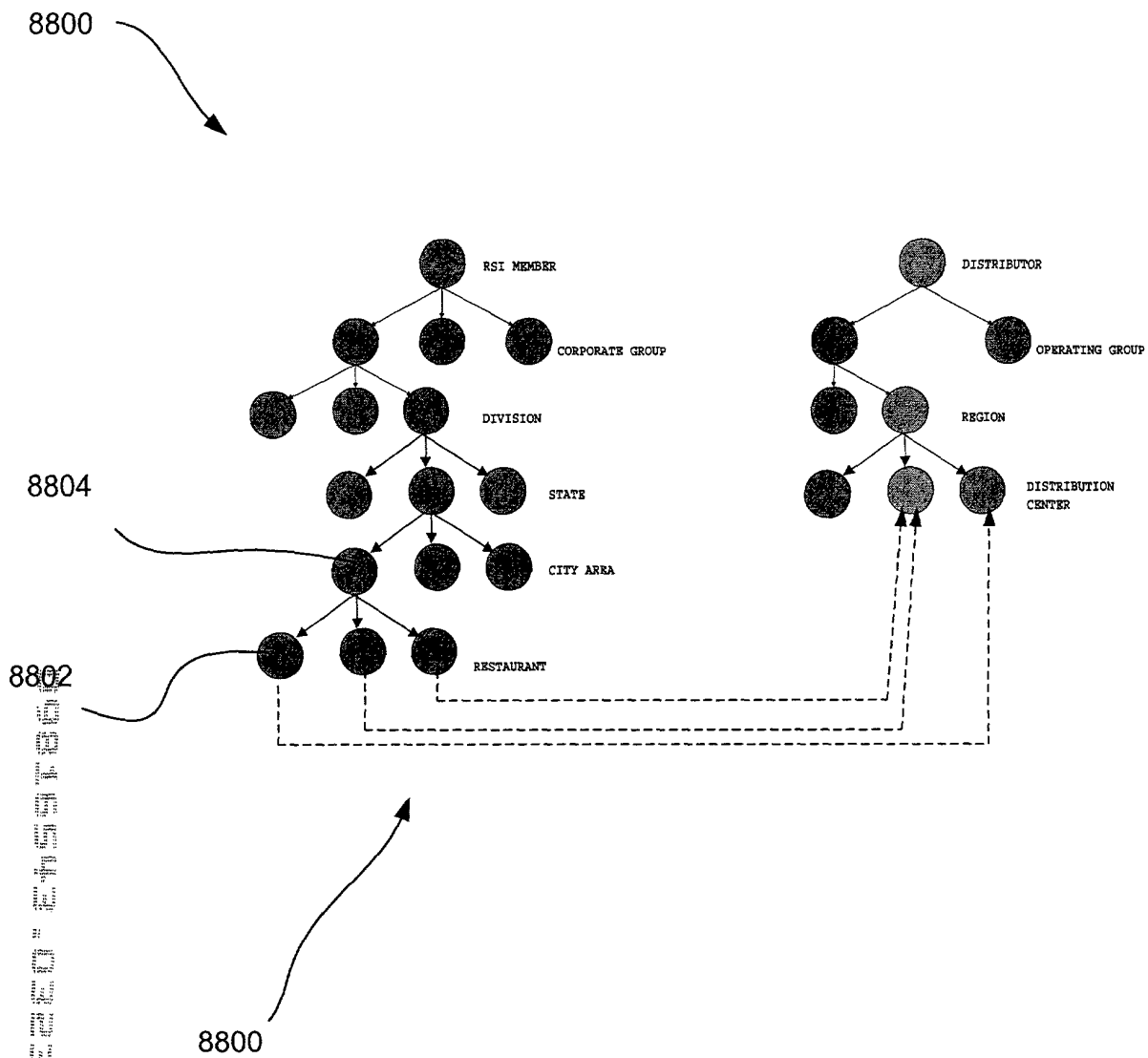


Fig. 88



8902



FIG. 89

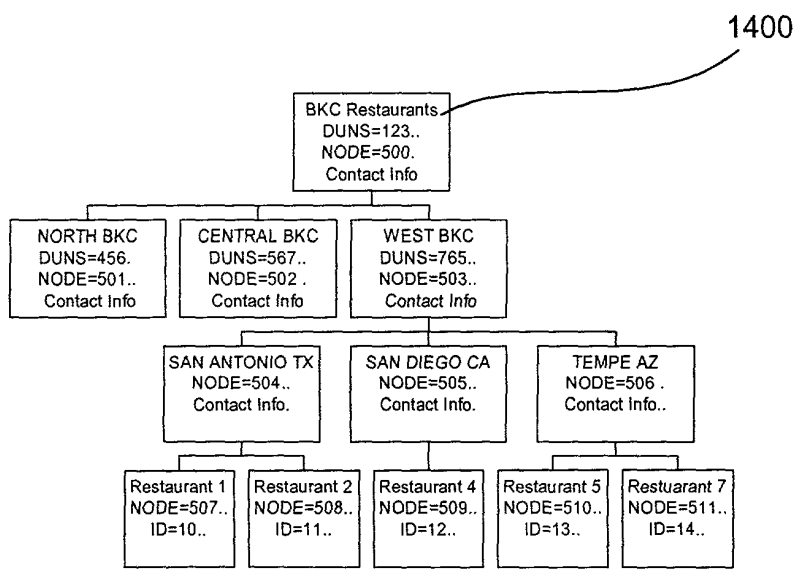


Fig. 89

9000

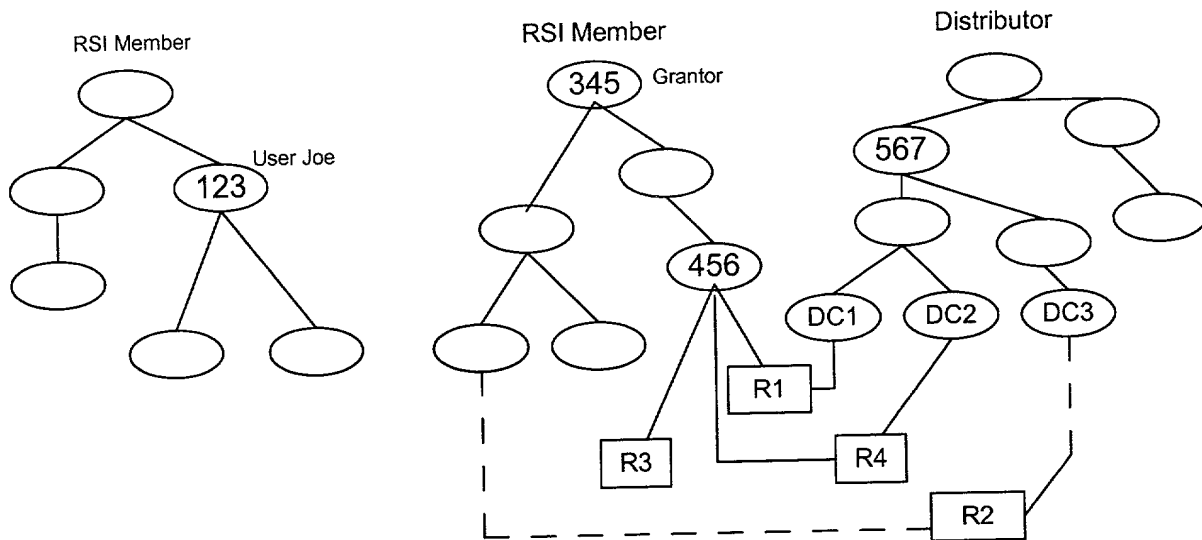


FIG. 90

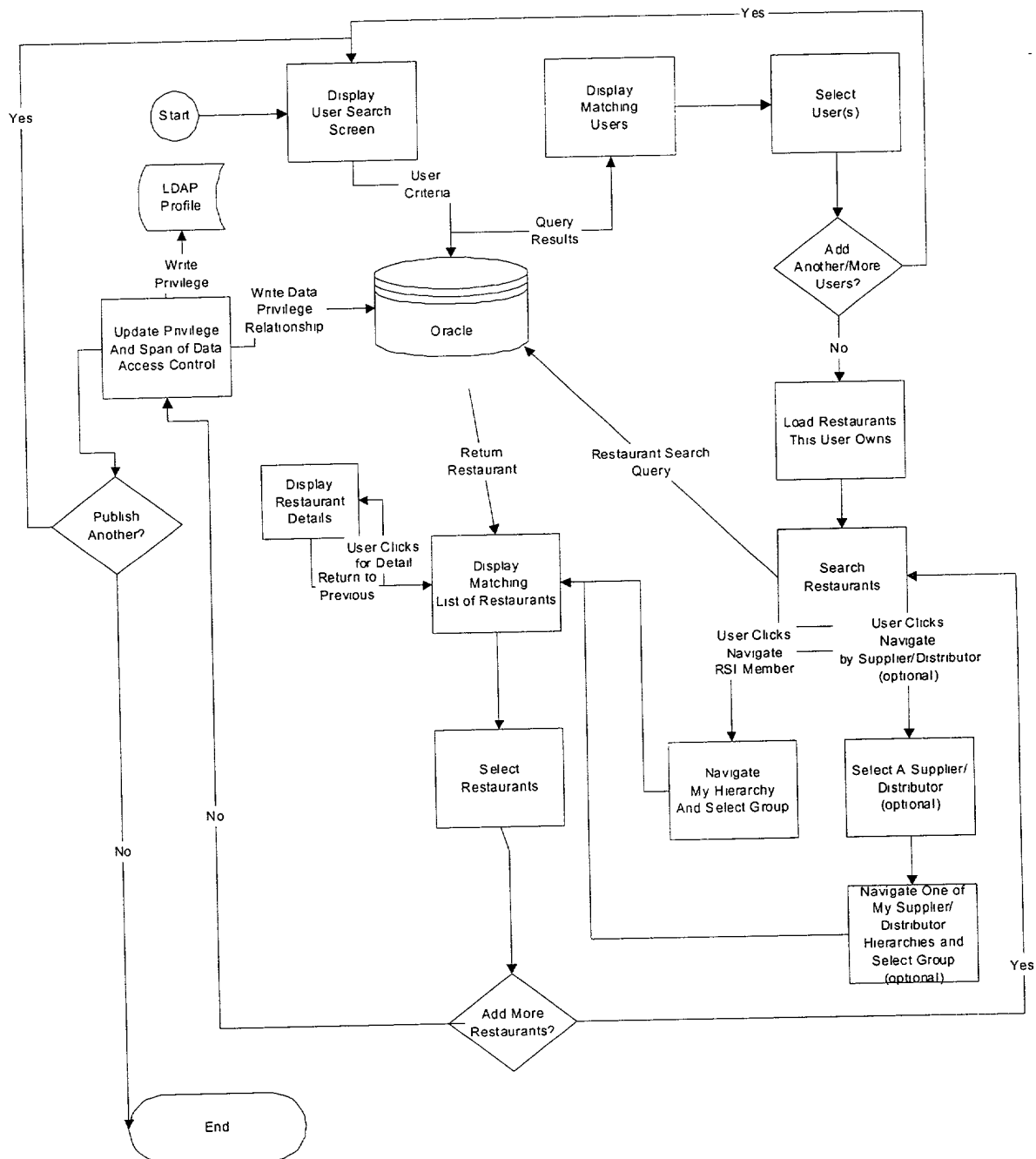
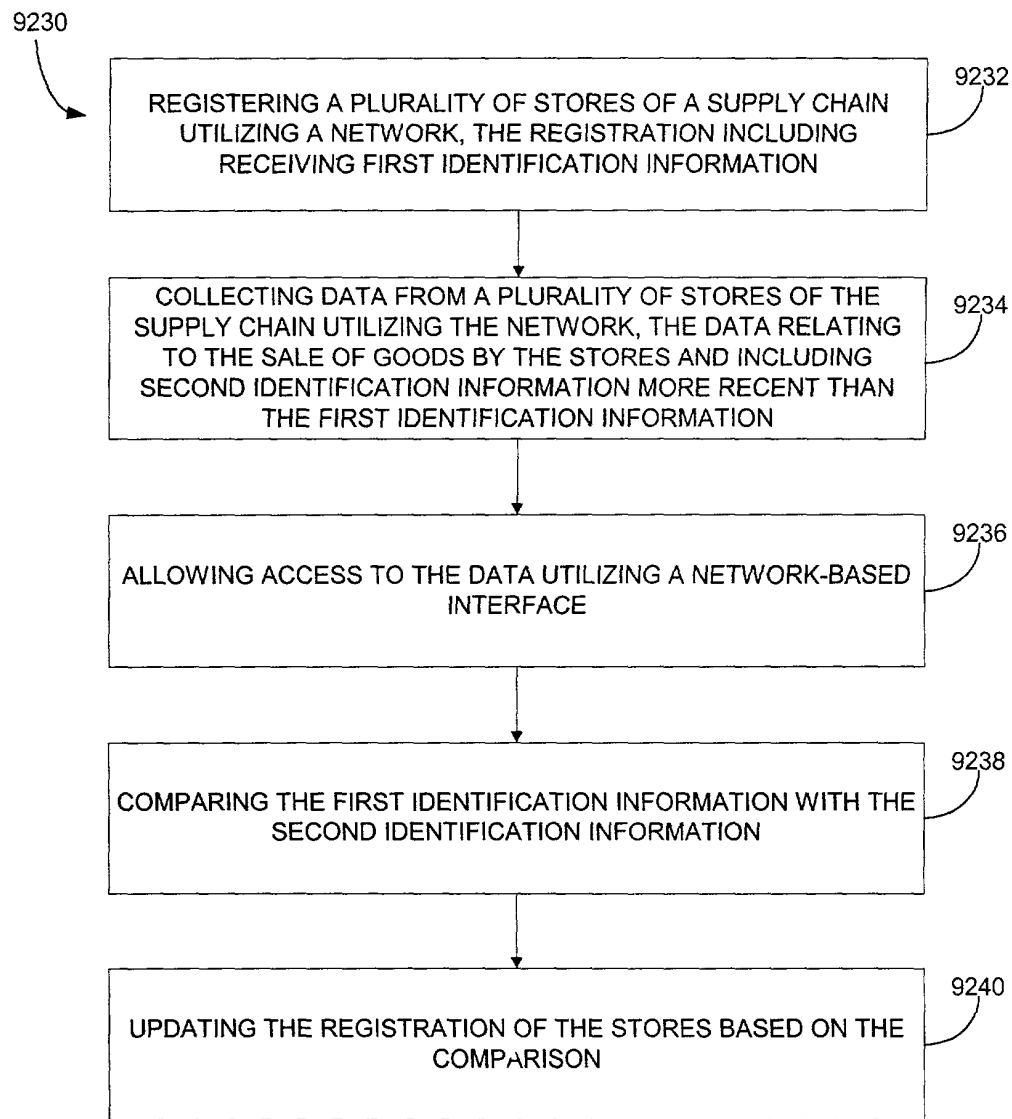
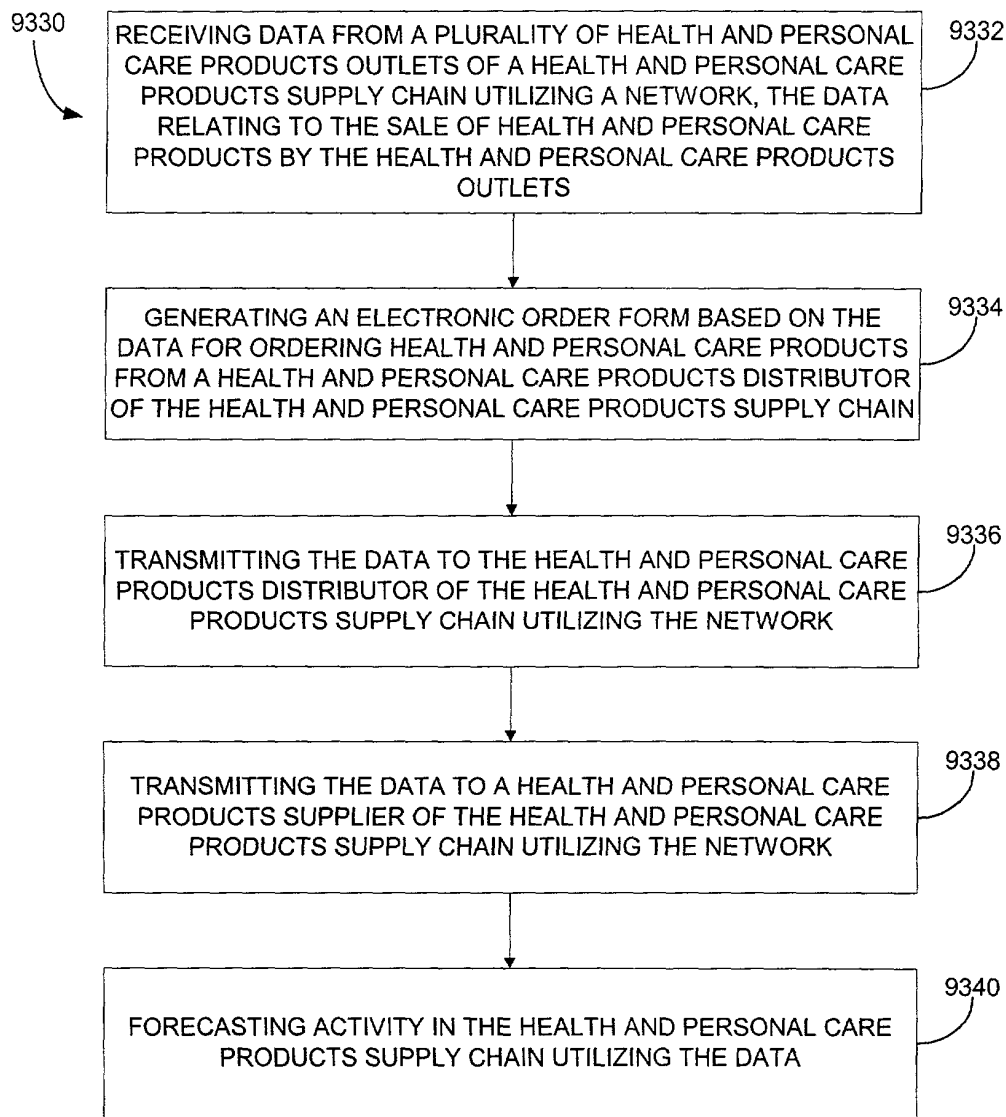


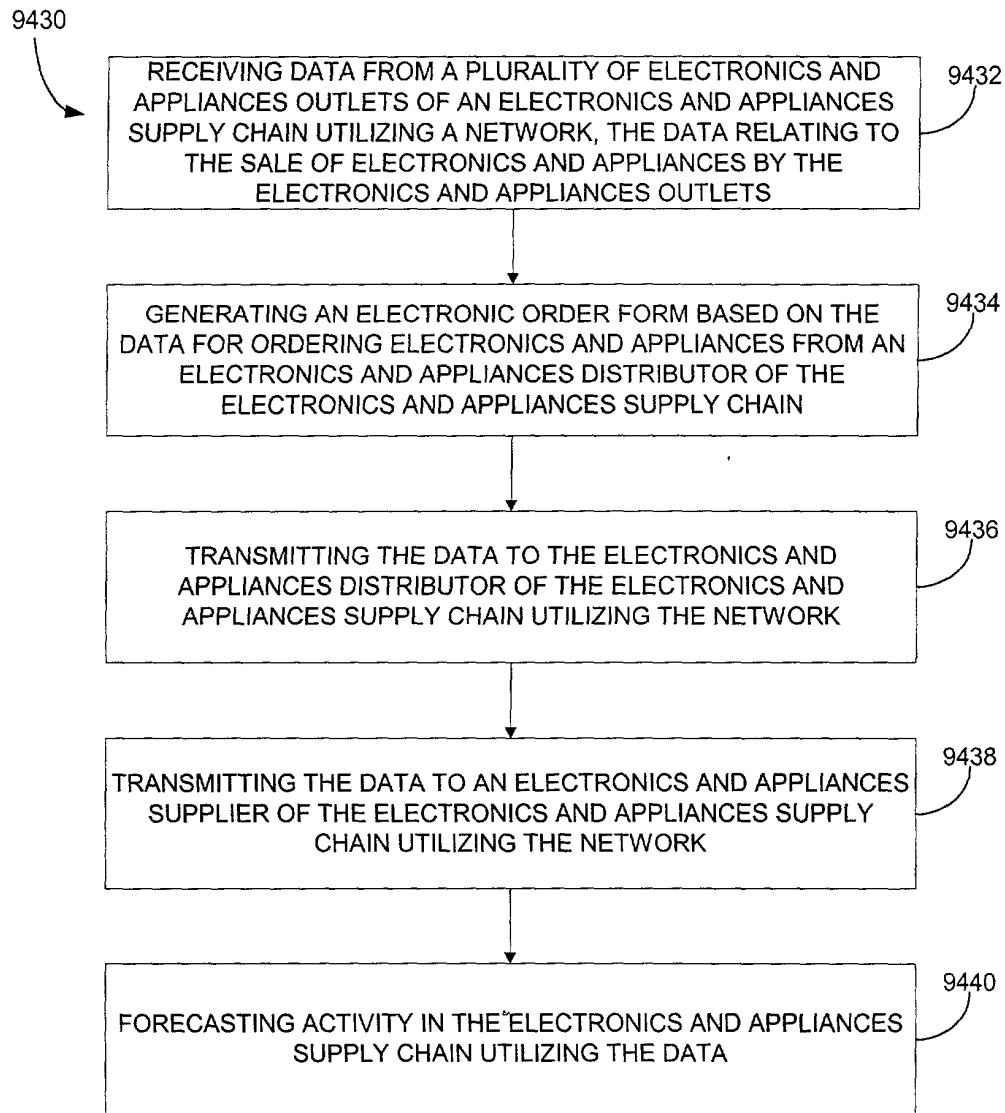
Fig. 91



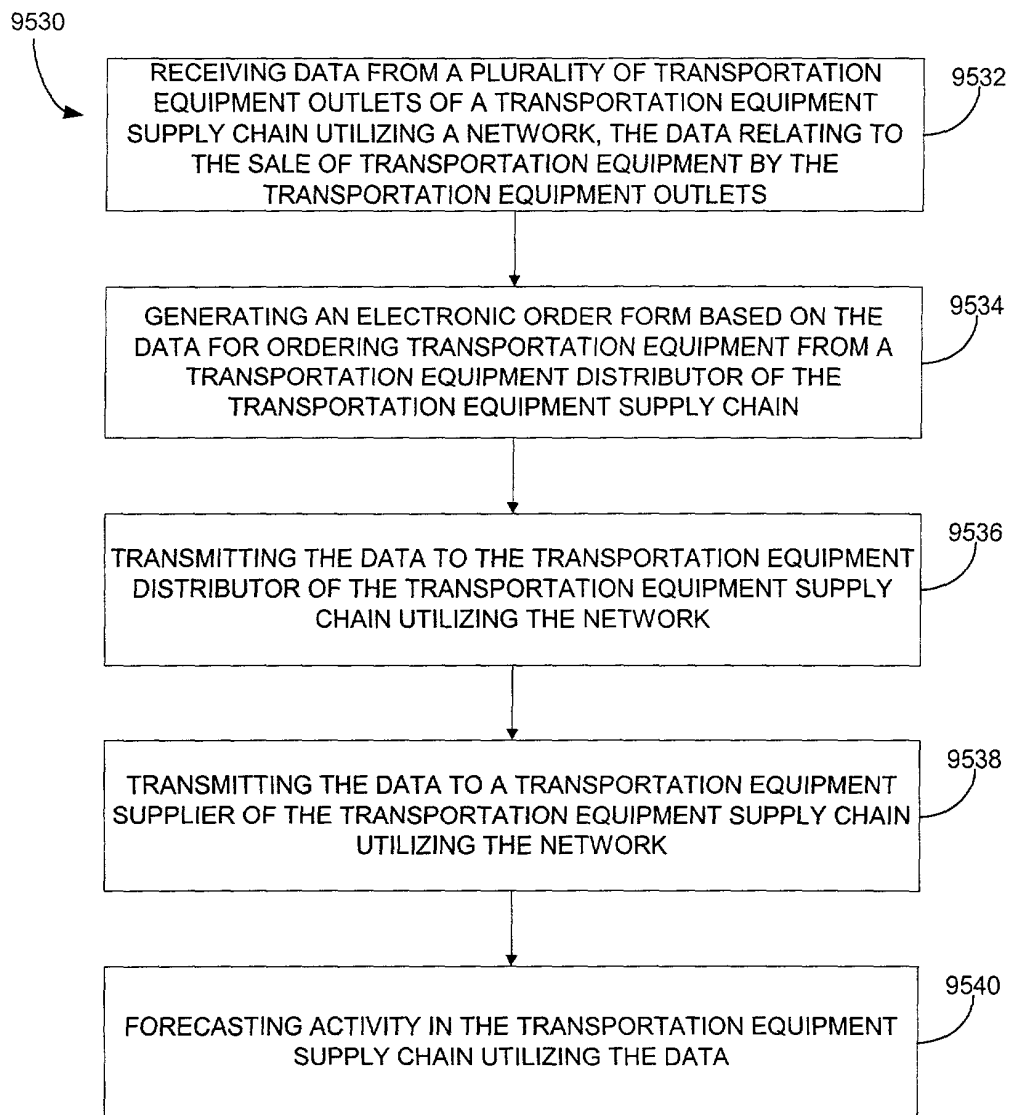
**FIG. 92**



**FIG. 93**



**FIG. 94**



**FIG. 95**

```
graph TD; 9630[9630] --> 9632[RECEIVING DATA FROM A PLURALITY OF HOME PRODUCT OUTLETS OF A HOME PRODUCT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF HOME PRODUCTS BY THE HOME PRODUCT OUTLETS]; 9632 --> 9634[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING HOME PRODUCTS FROM A HOME PRODUCT DISTRIBUTOR OF THE HOME PRODUCT SUPPLY CHAIN]; 9634 --> 9636[TRANSMITTING THE DATA TO THE HOME PRODUCT DISTRIBUTOR OF THE HOME PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK]; 9636 --> 9638[TRANSMITTING THE DATA TO A HOME PRODUCT SUPPLIER OF THE HOME PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK]; 9638 --> 9640[FORECASTING ACTIVITY IN THE HOME PRODUCT SUPPLY CHAIN UTILIZING THE DATA];
```

9630

RECEIVING DATA FROM A PLURALITY OF HOME PRODUCT OUTLETS OF A HOME PRODUCT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF HOME PRODUCTS BY THE HOME PRODUCT OUTLETS

9632

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING HOME PRODUCTS FROM A HOME PRODUCT DISTRIBUTOR OF THE HOME PRODUCT SUPPLY CHAIN

9634

TRANSMITTING THE DATA TO THE HOME PRODUCT DISTRIBUTOR OF THE HOME PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK

9636

TRANSMITTING THE DATA TO A HOME PRODUCT SUPPLIER OF THE HOME PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK

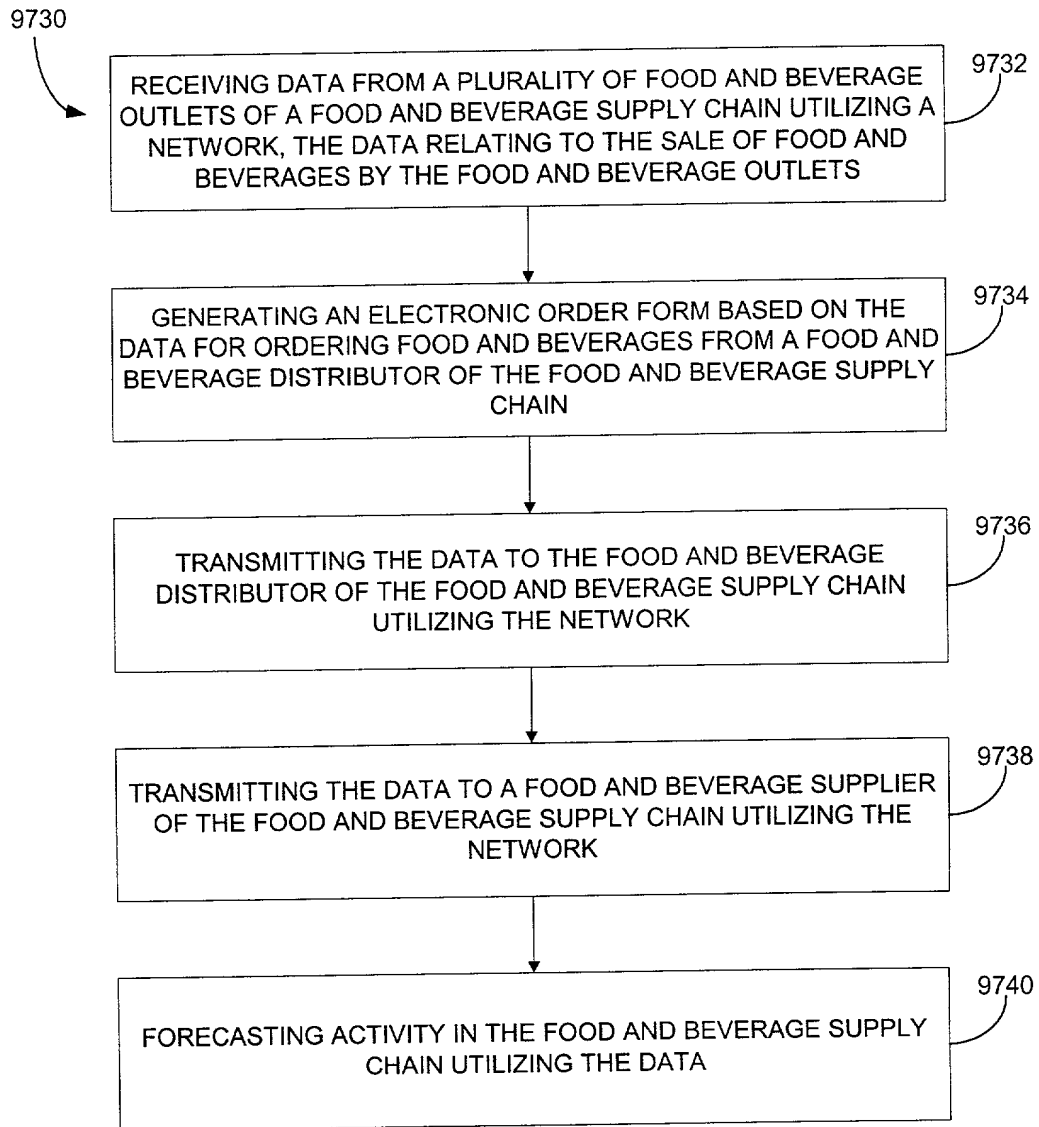
9638

FORECASTING ACTIVITY IN THE HOME PRODUCT SUPPLY CHAIN UTILIZING THE DATA

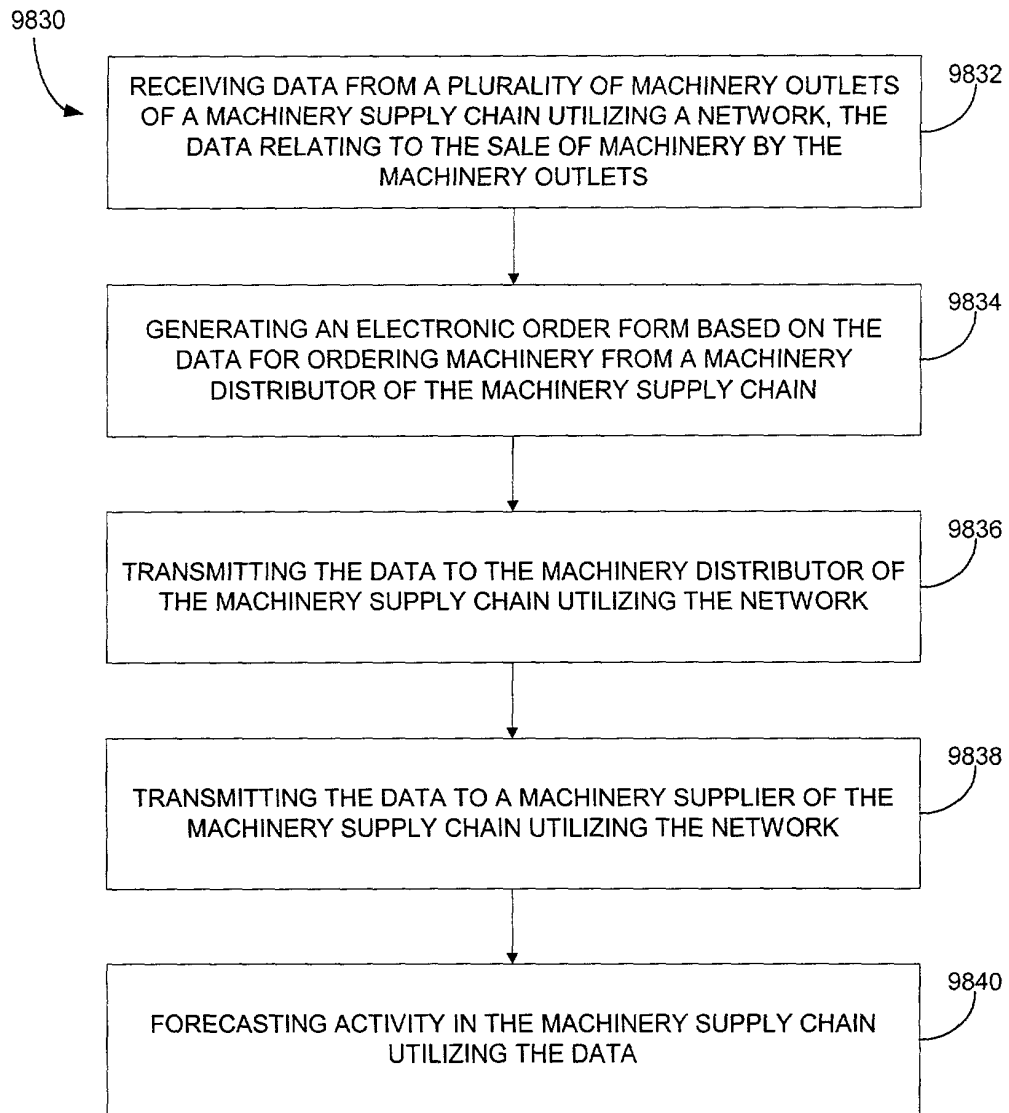
9640

FIG. 96



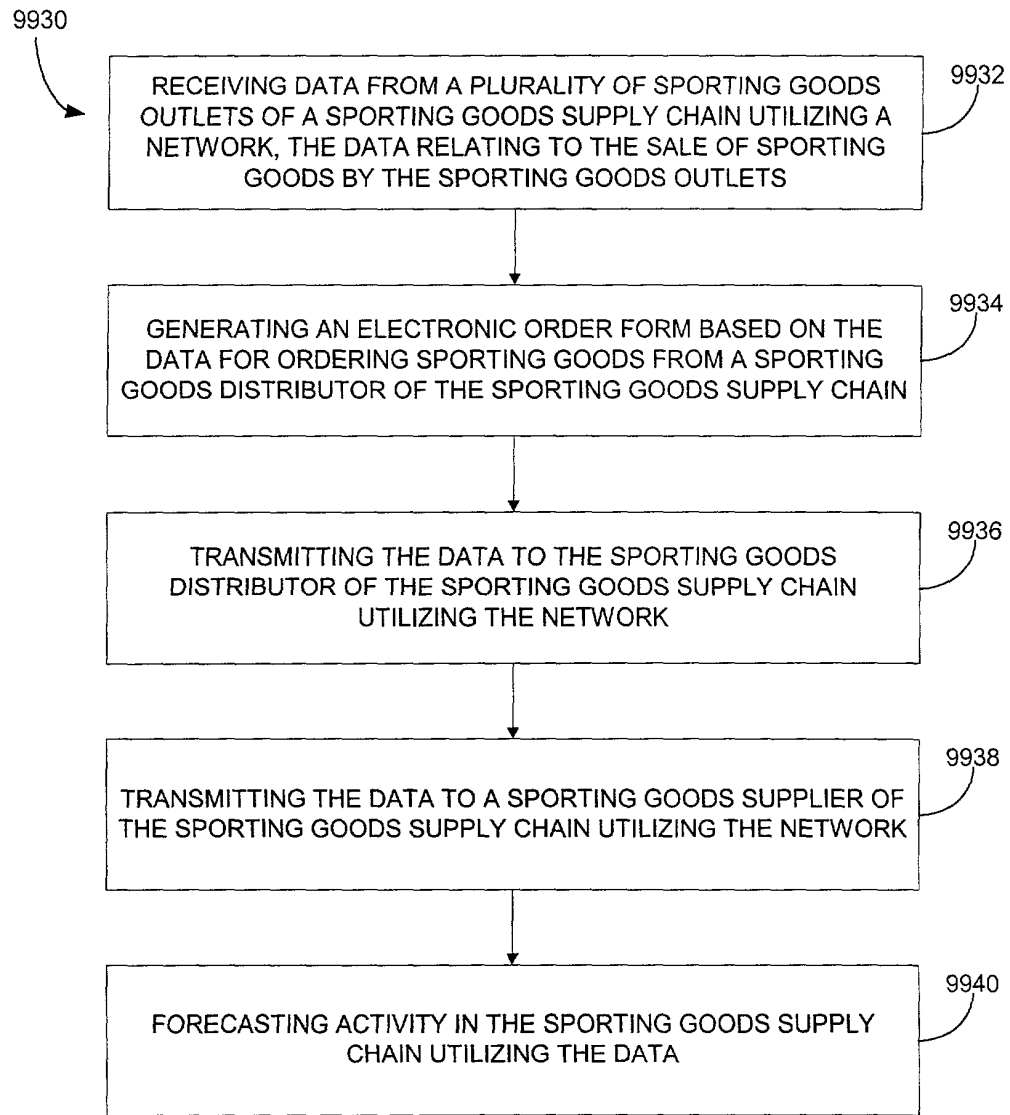


**FIG. 97**

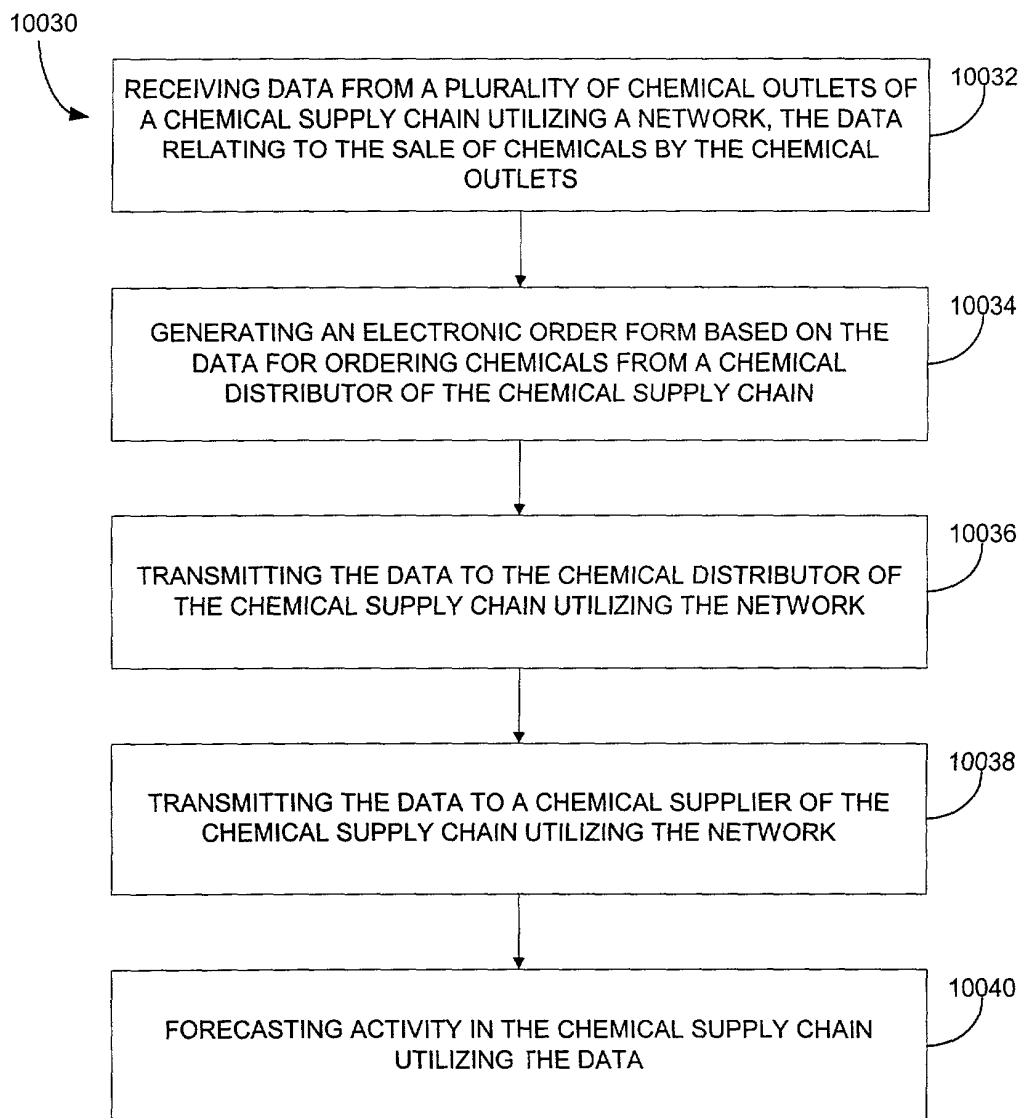


**FIG. 98**

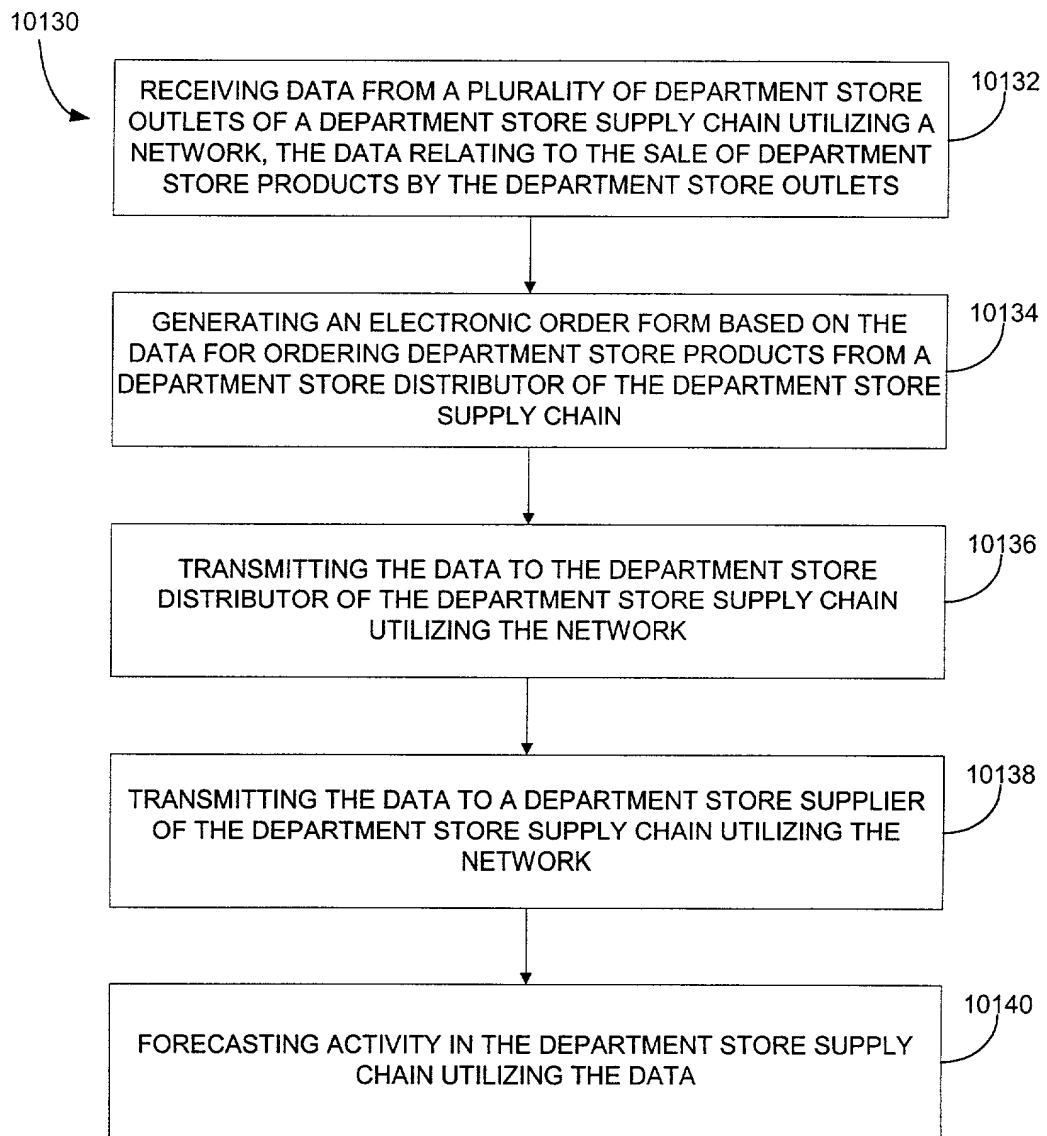
FIG. 99



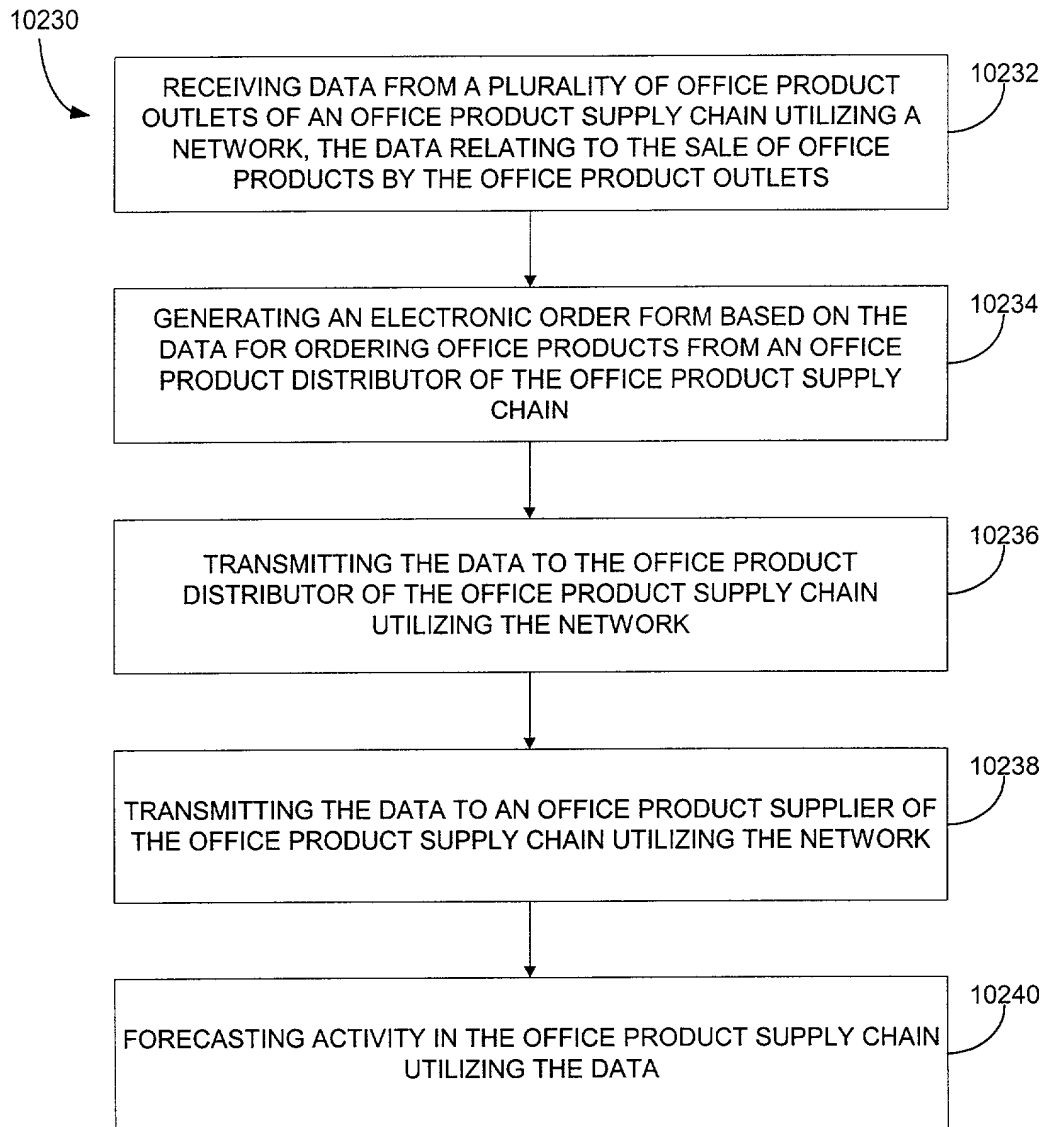
**FIG. 99**



**FIG. 100**

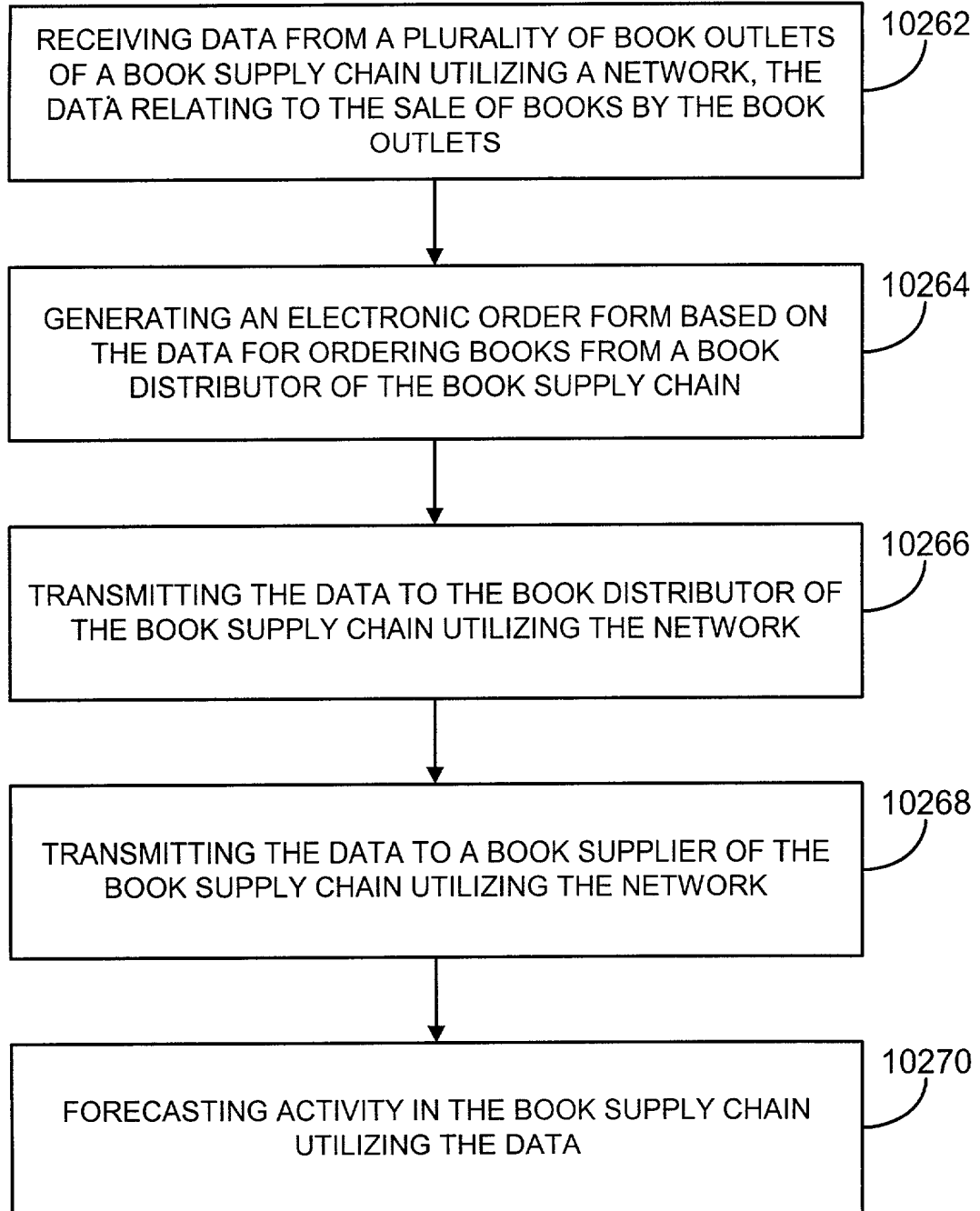


**FIG. 101**

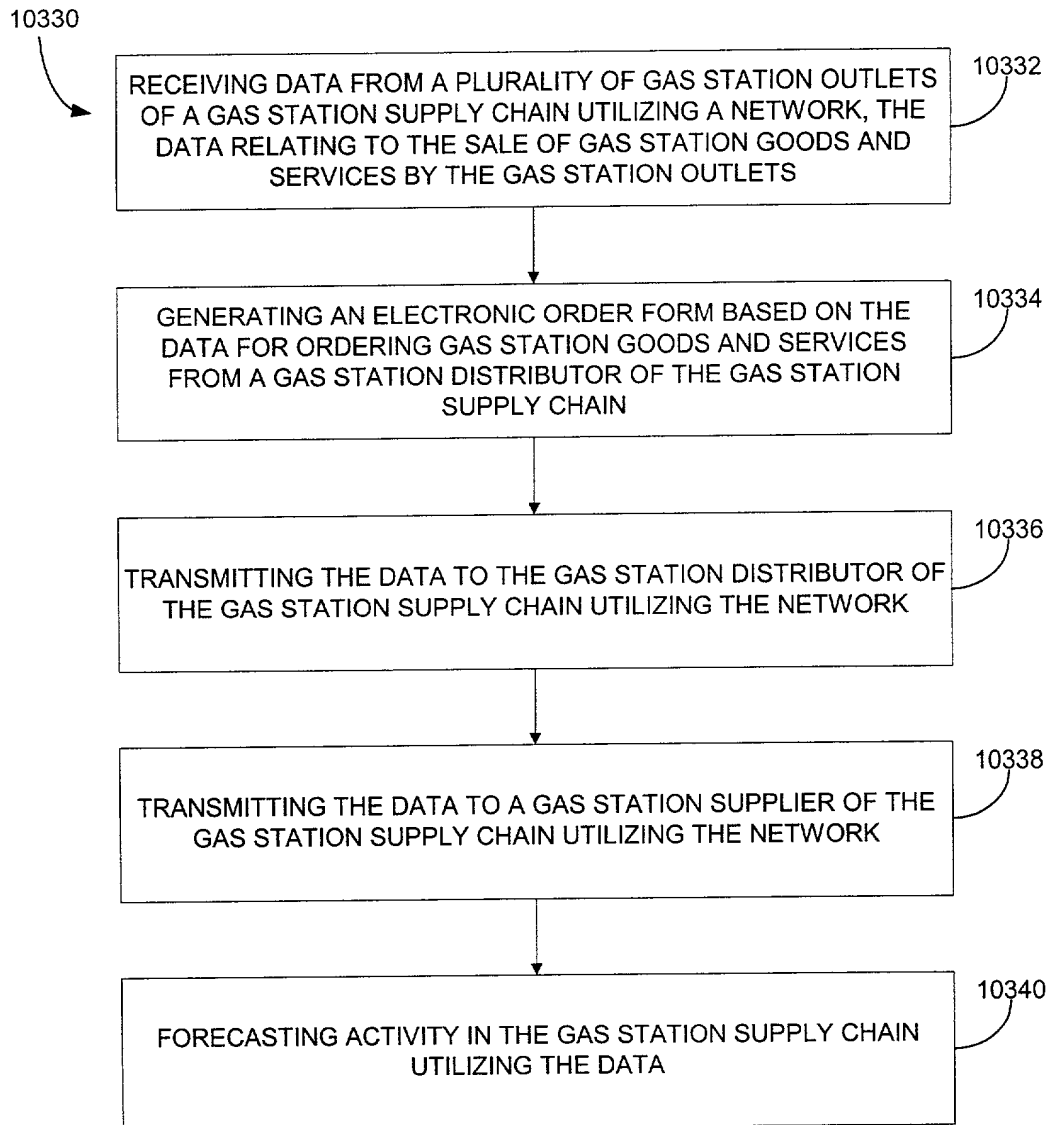


**FIG. 102A**

10260

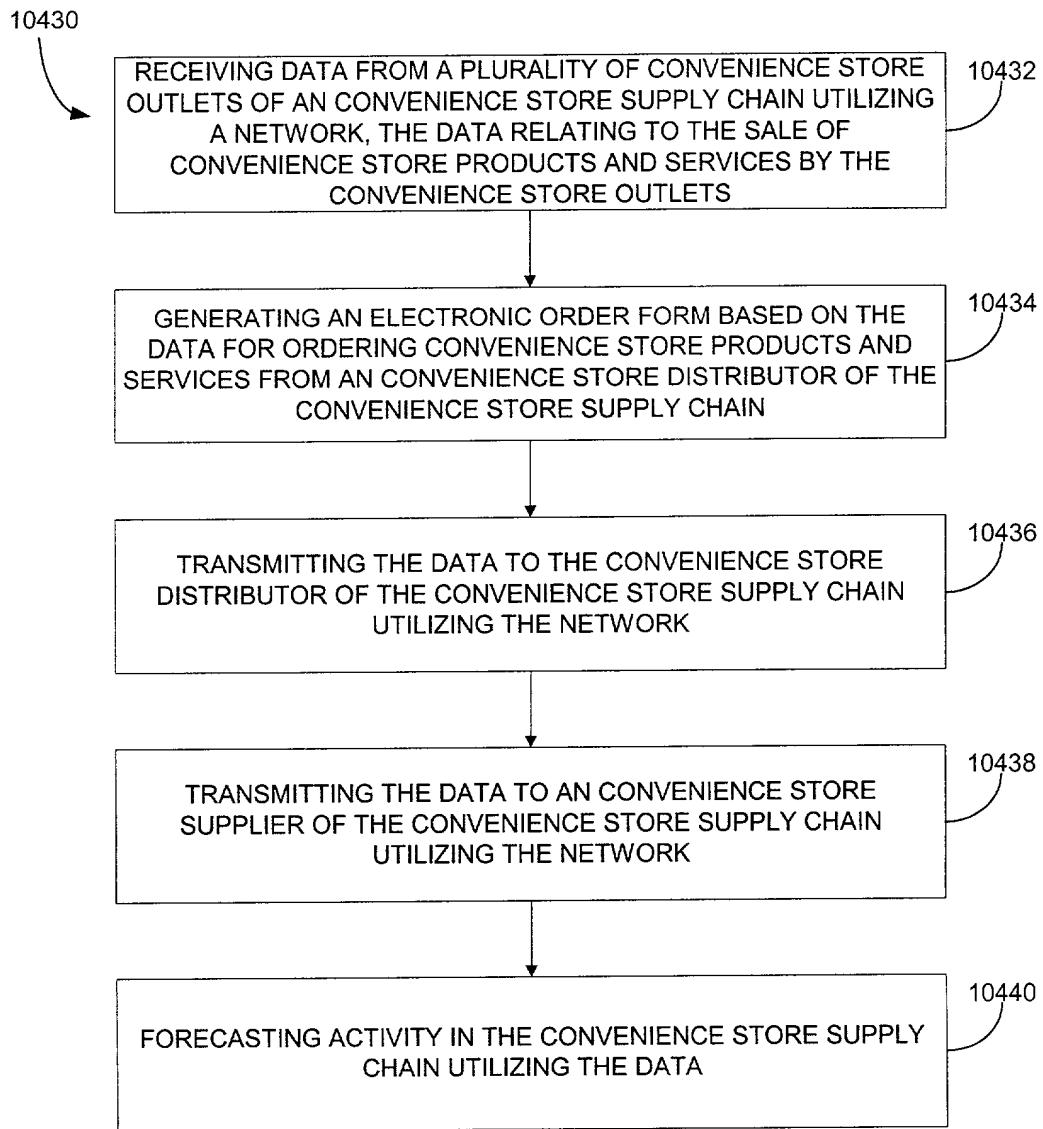


**FIG. 102B**



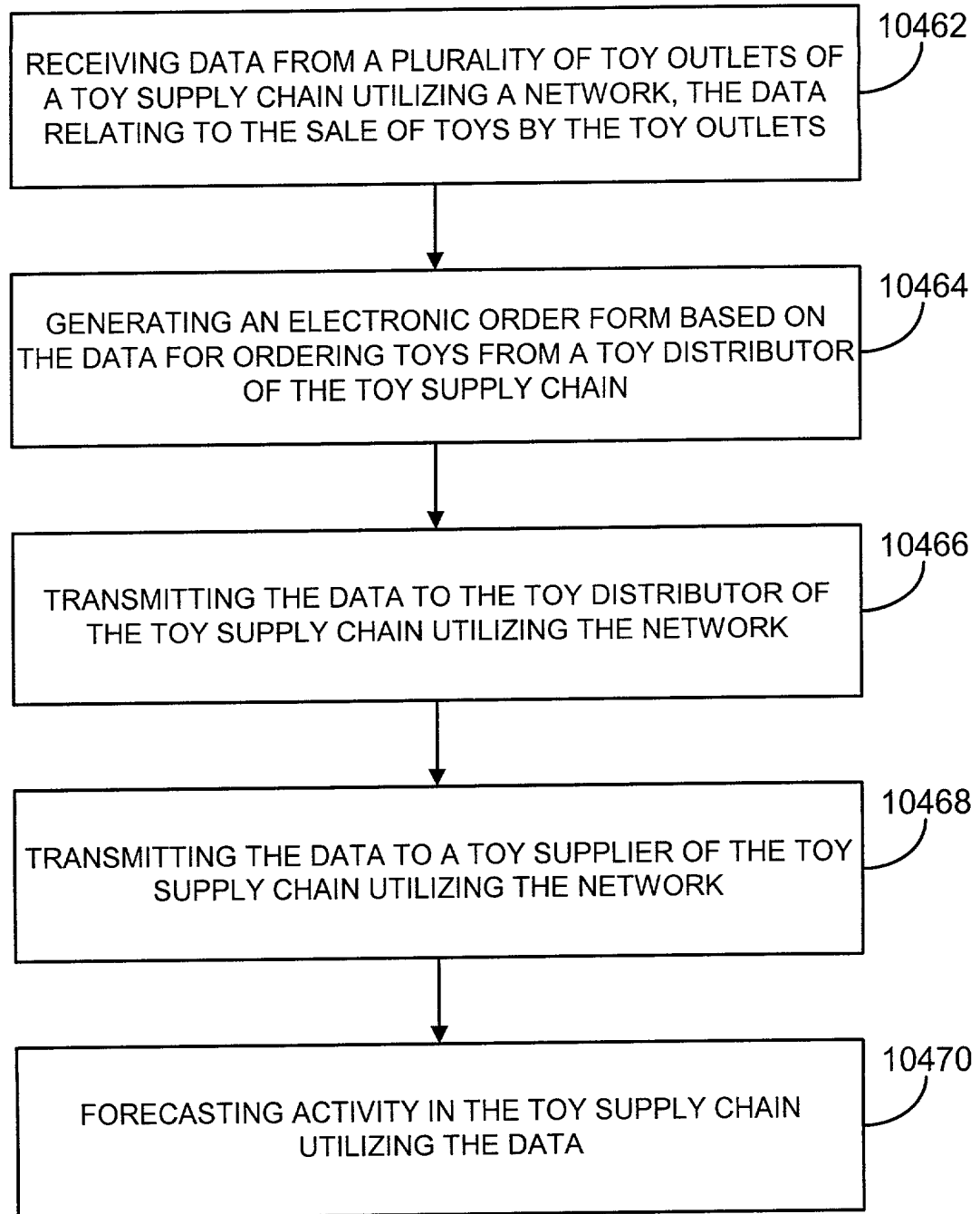
**FIG. 103**



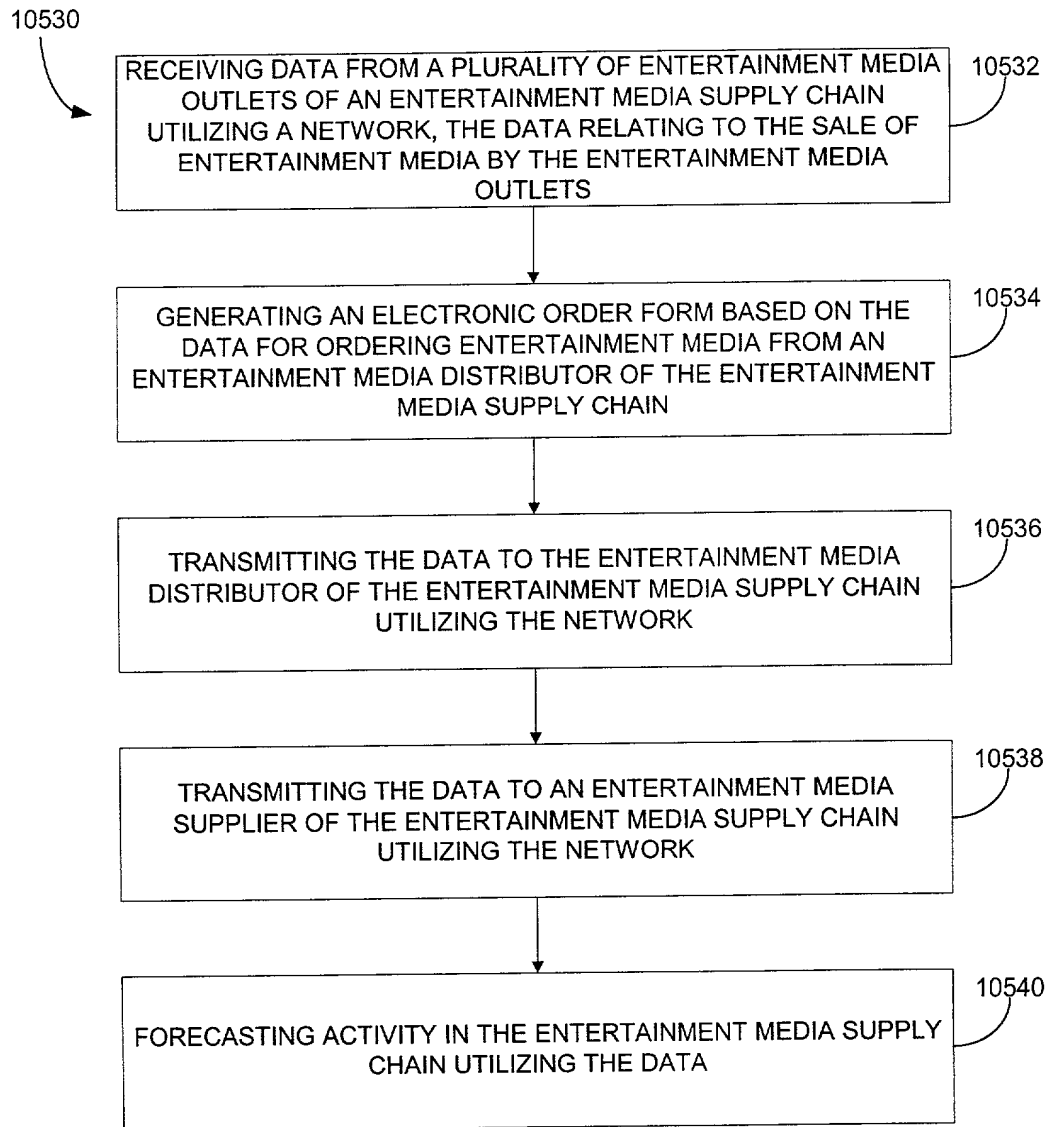


**FIG. 104A**

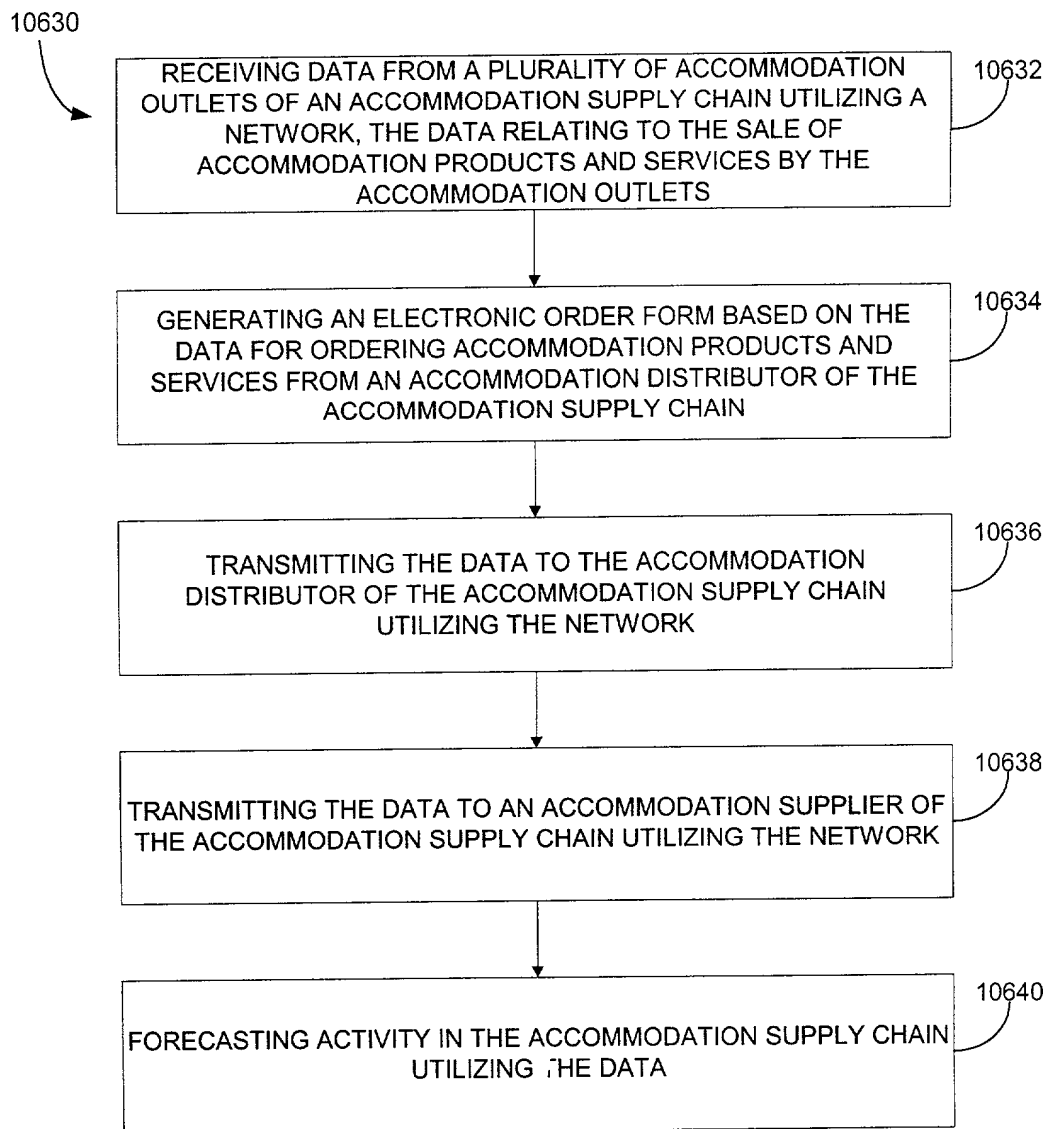
10460



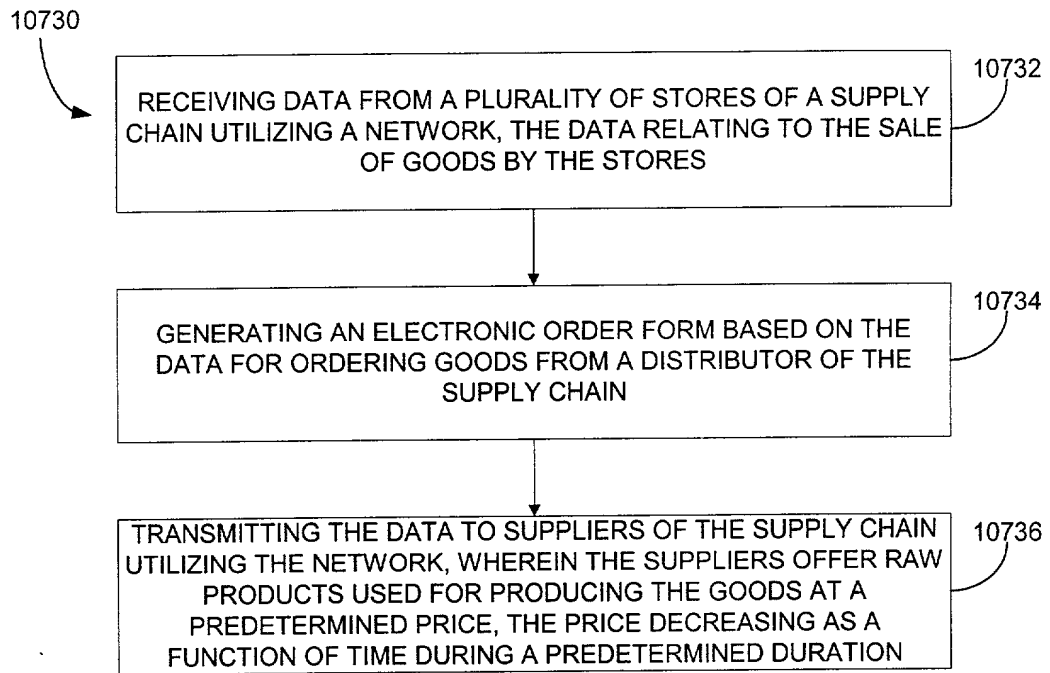
**FIG. 104B**



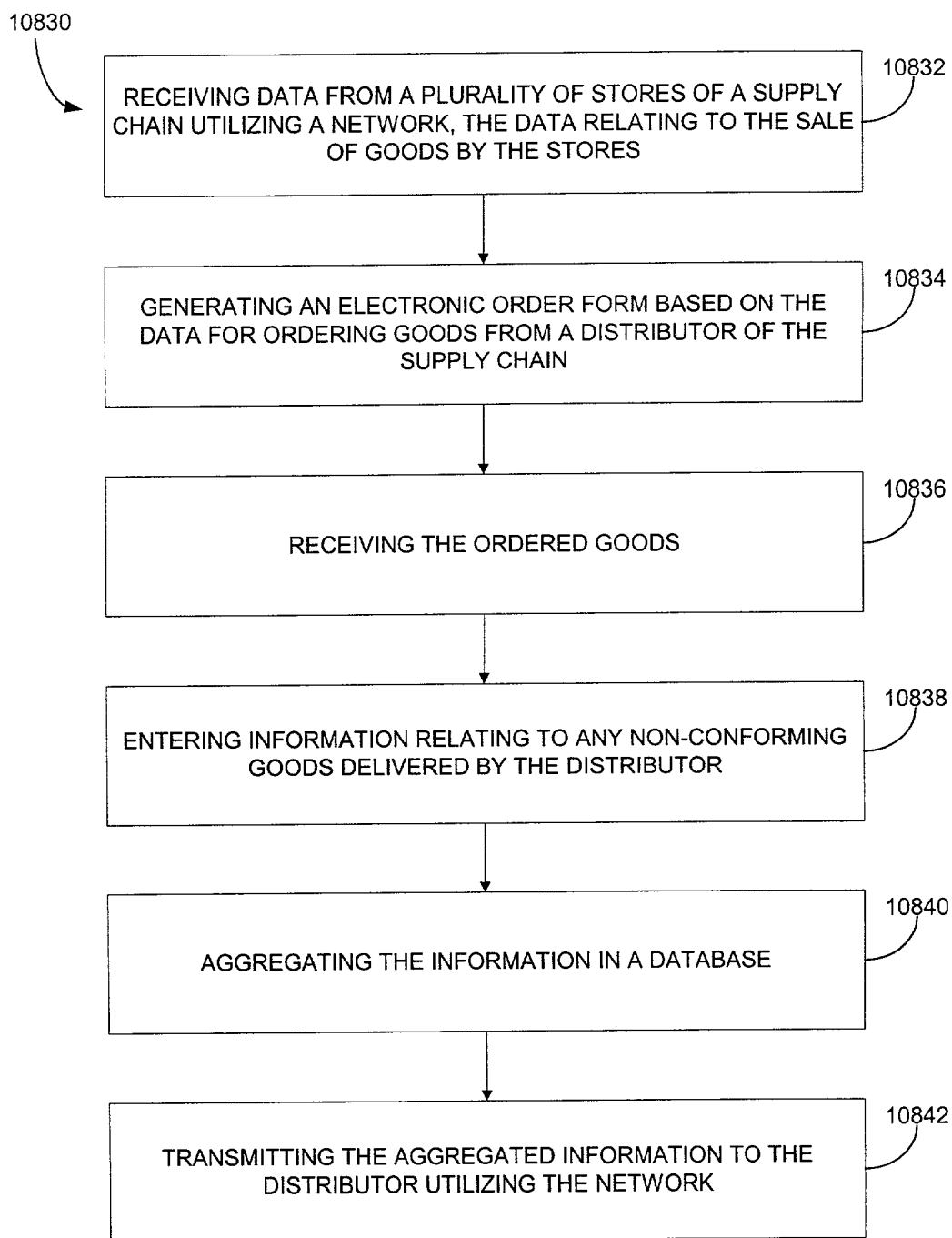
**FIG. 105**



**FIG. 106**

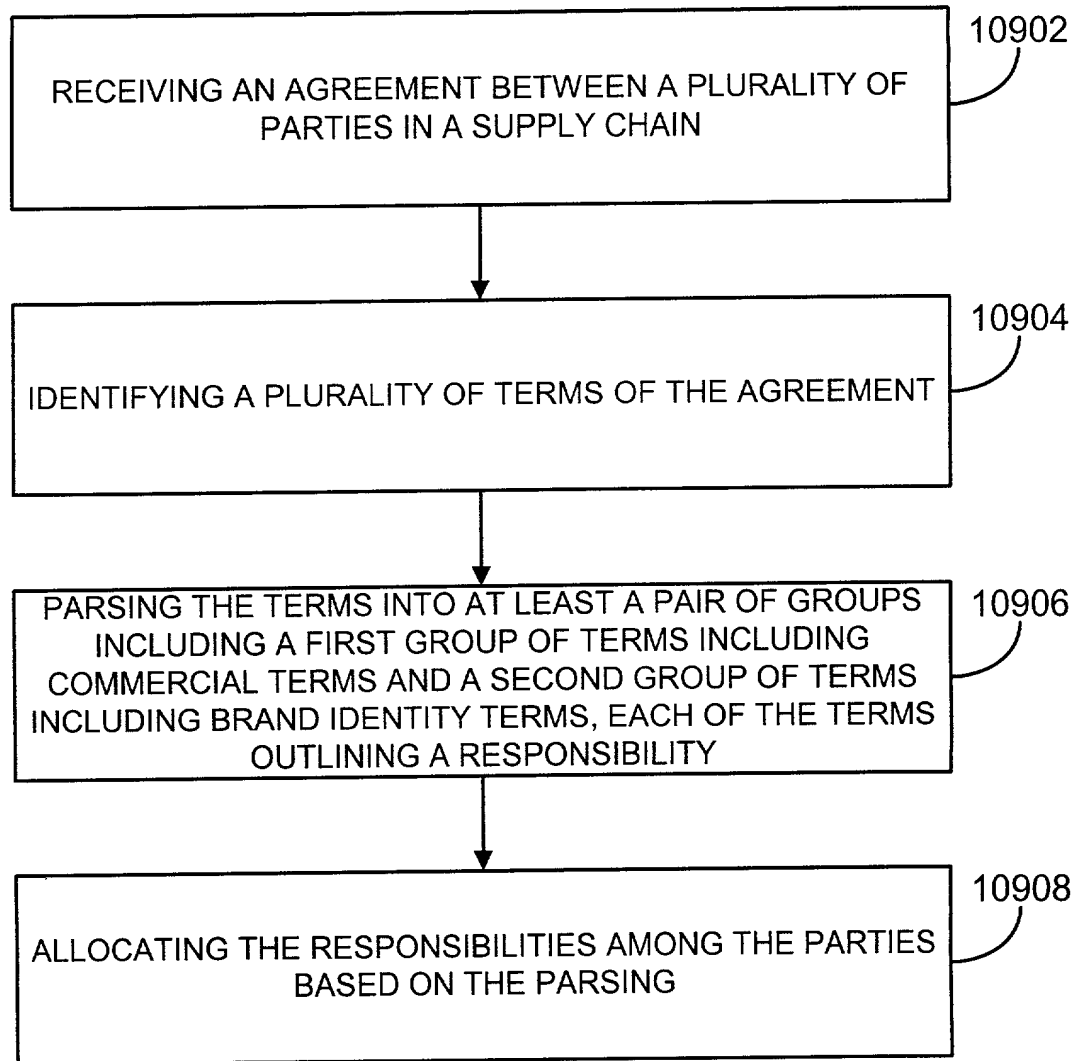


**FIG. 107**



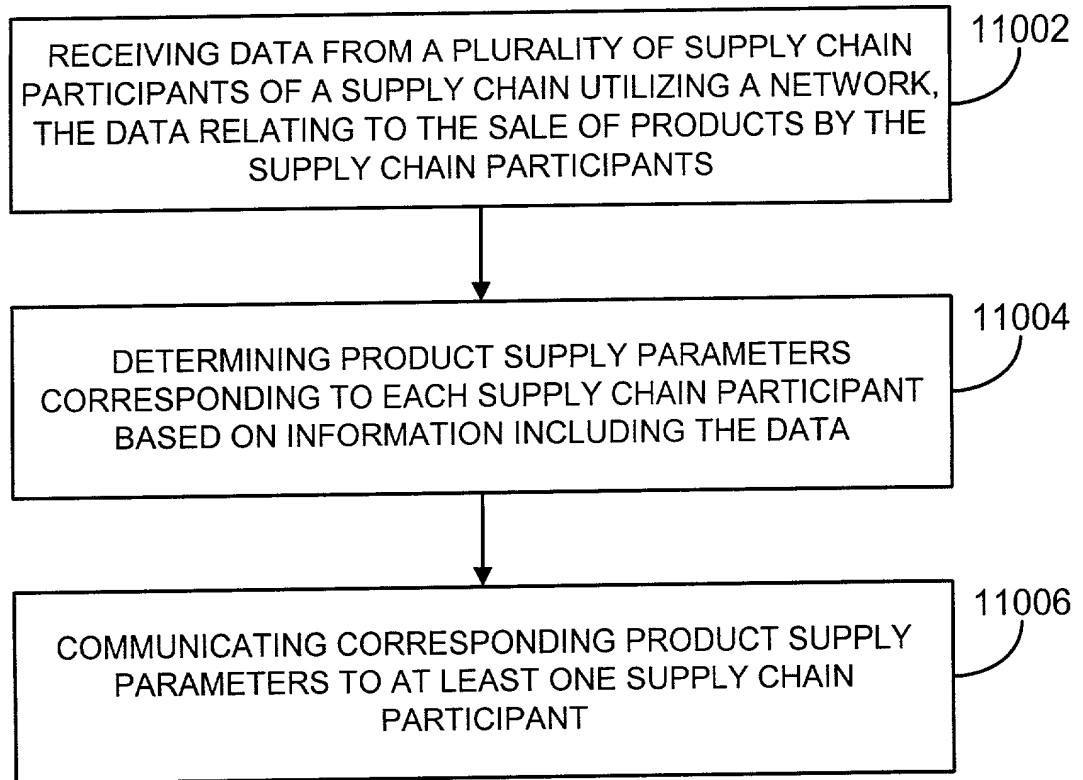
**FIG. 108**

10900



**FIG. 109**

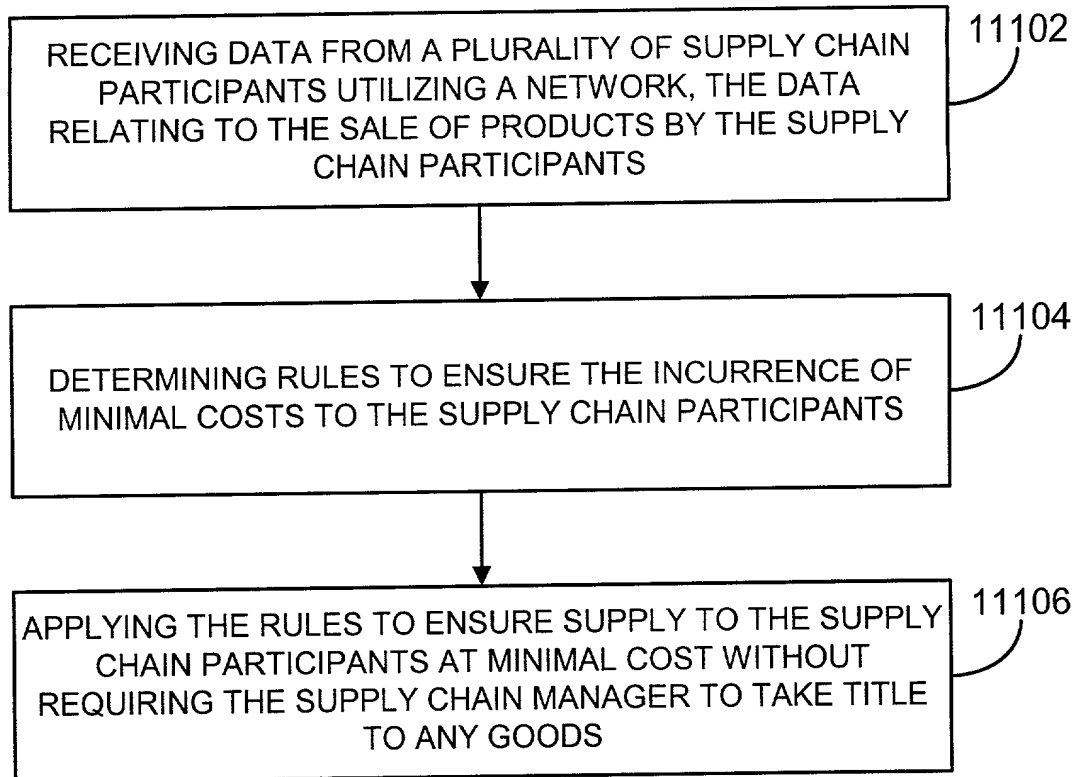
11000



**FIG. 110**

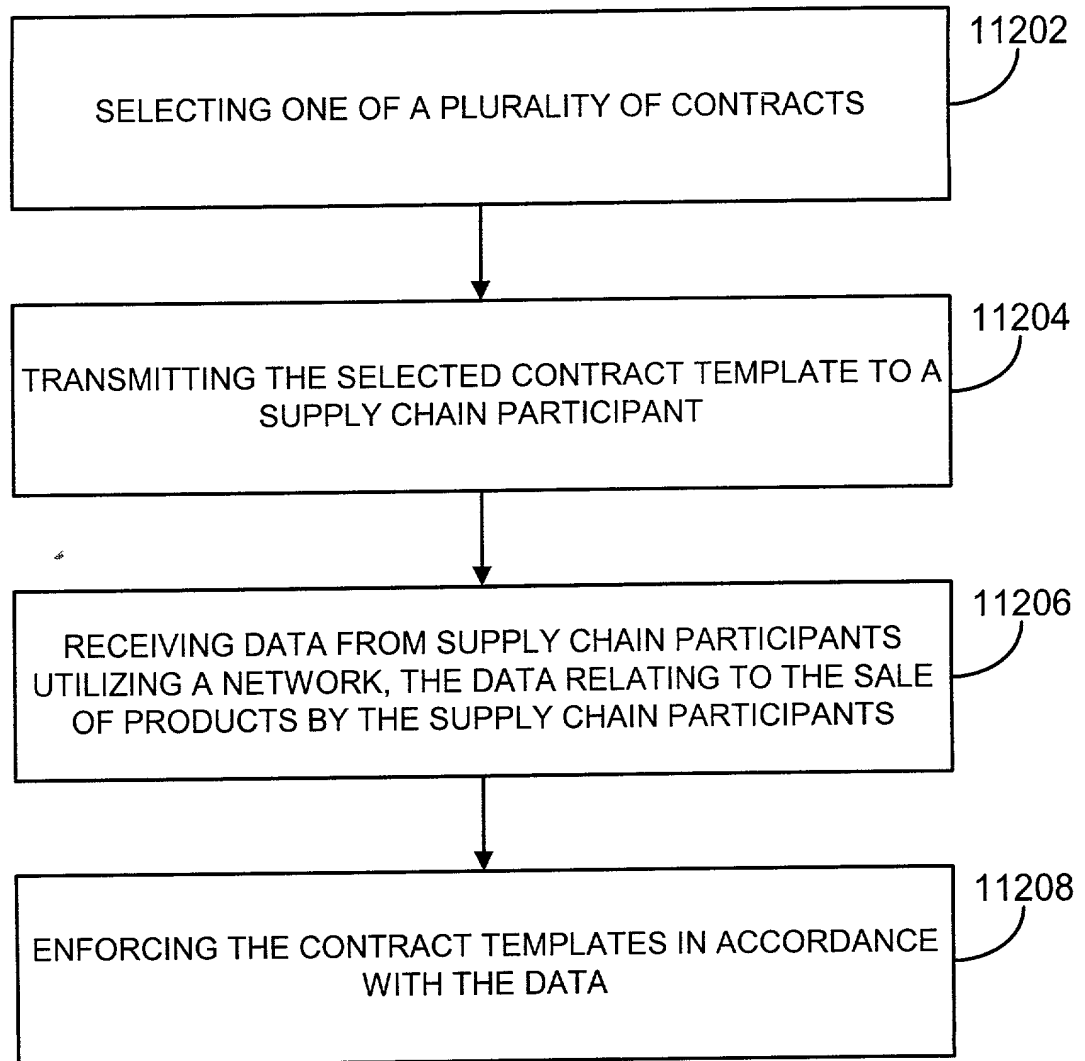


11100



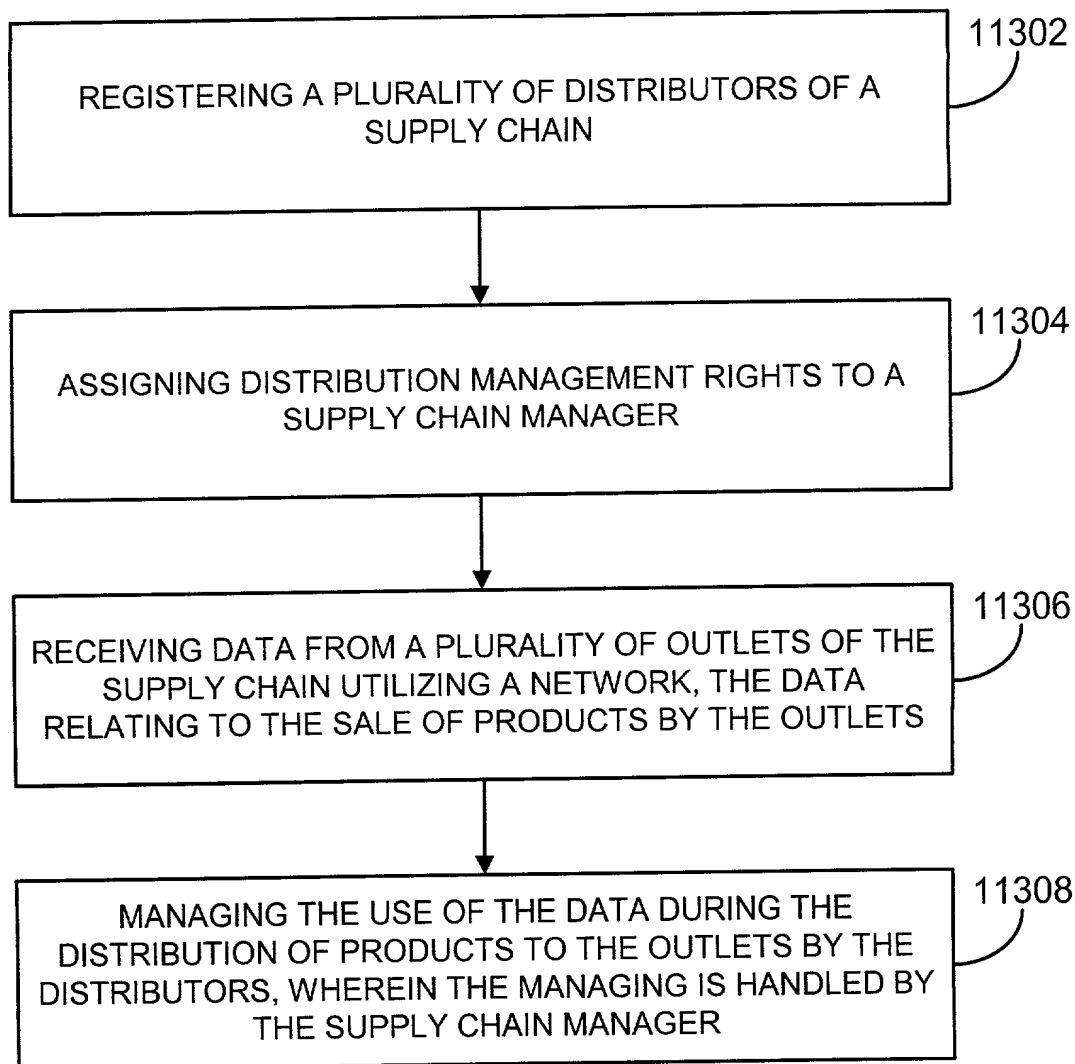
**FIG. 111**

11200



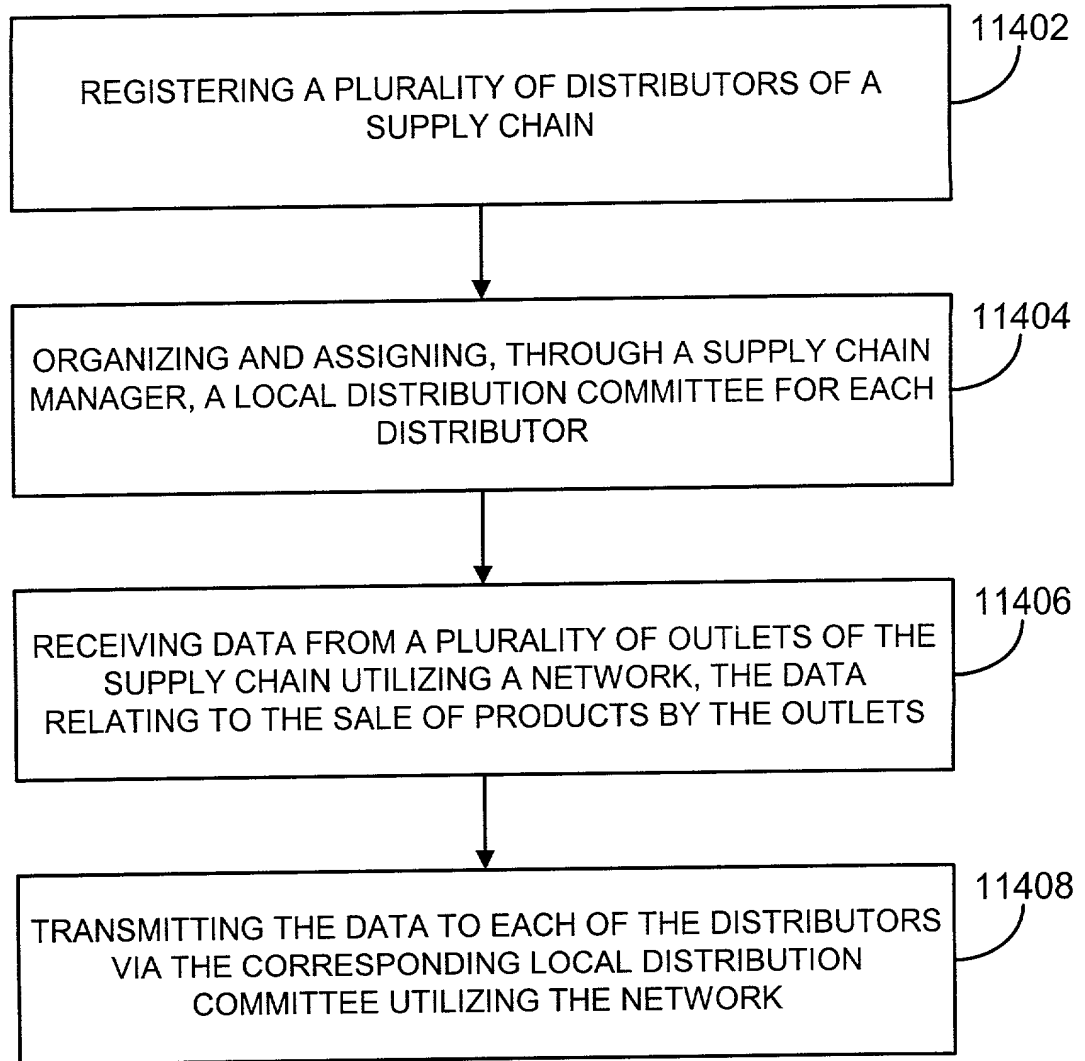
**FIG. 112**

11300



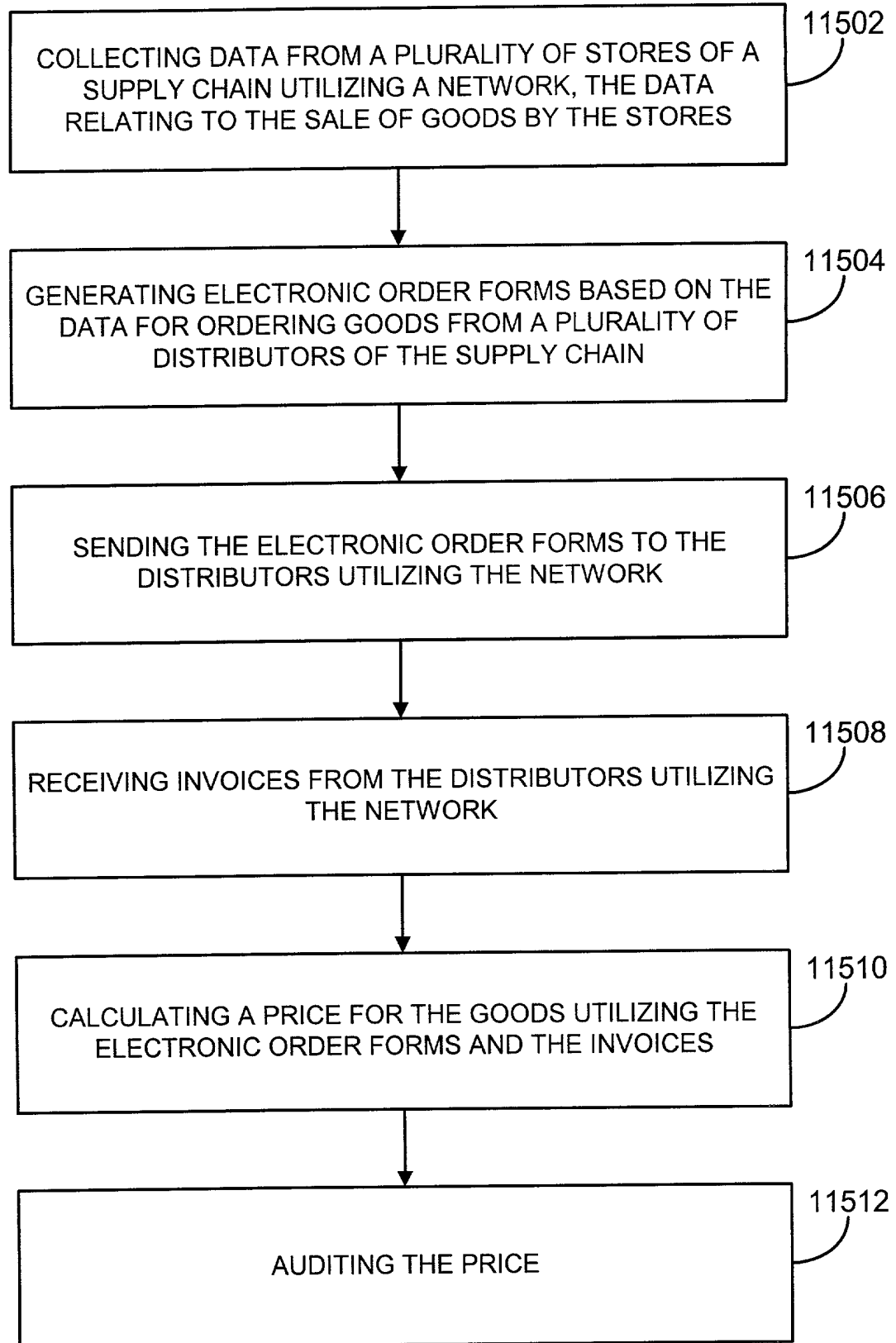
**FIG. 113**

11400



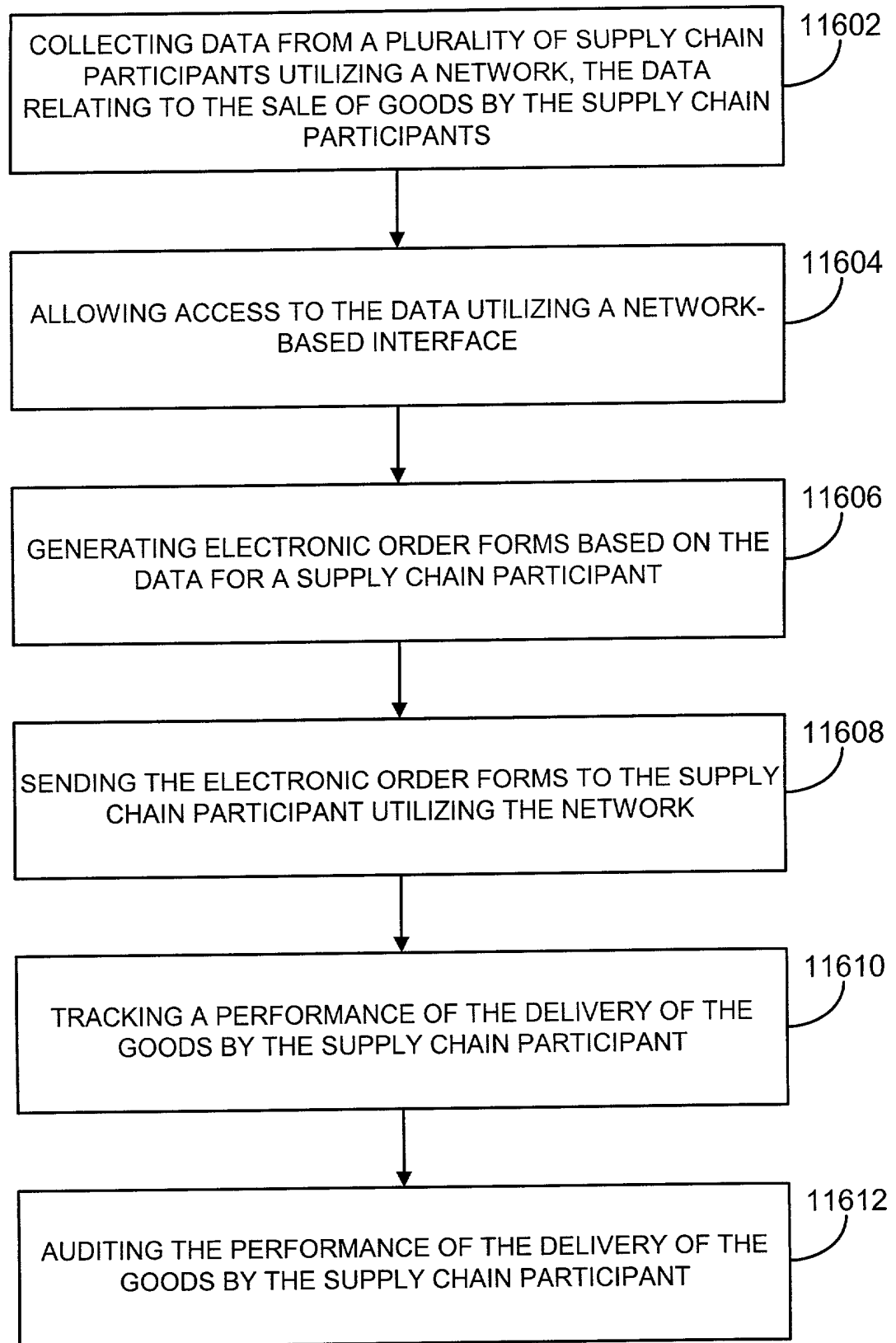
**FIG. 114**

11500



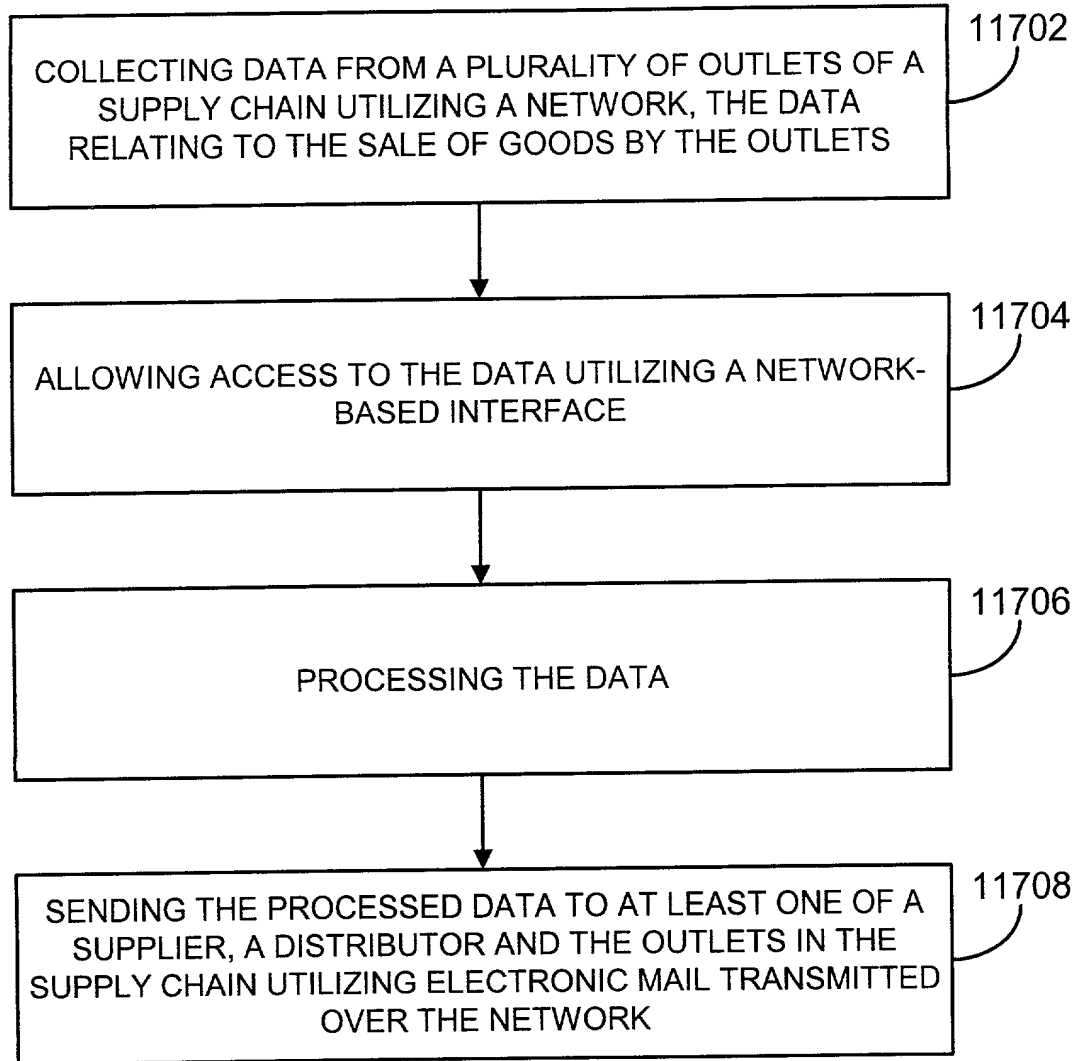
**FIG. 115**

11600



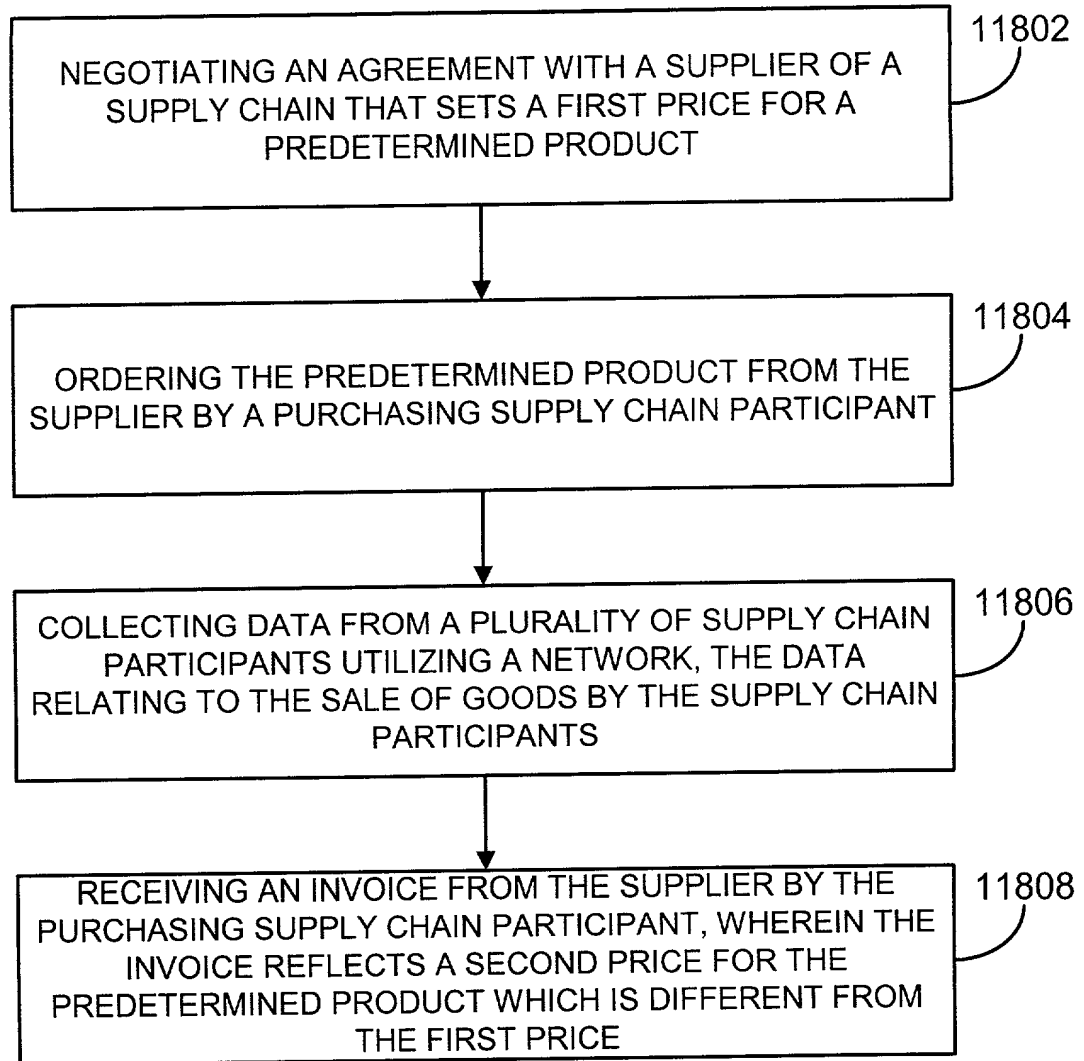
**FIG. 116**

11700



**FIG. 117**

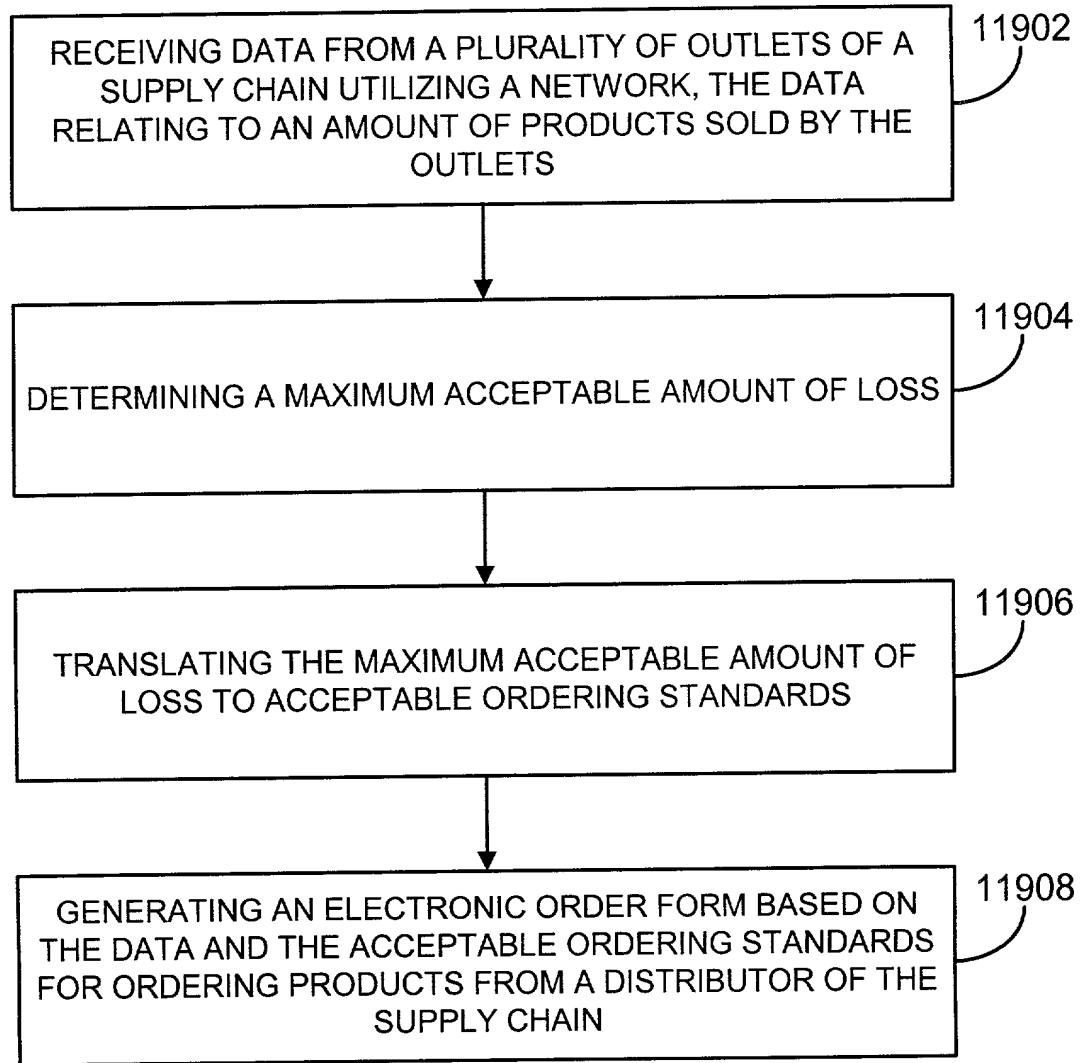
11800



**FIG. 118**

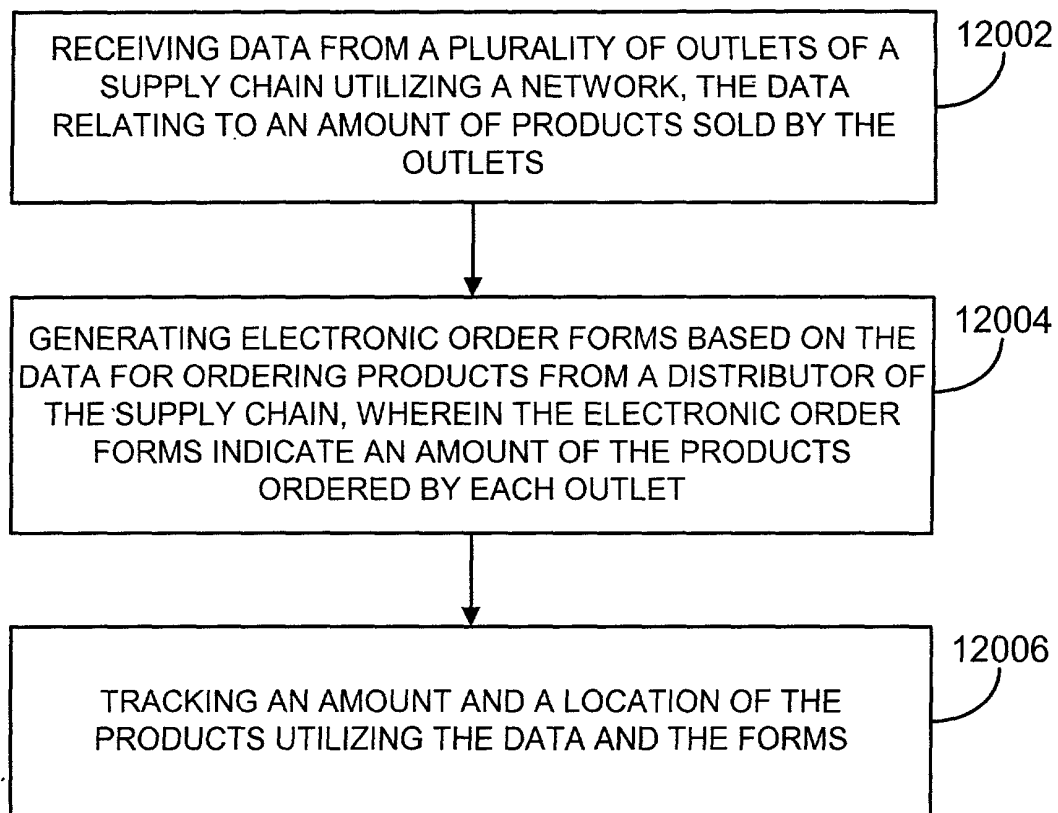


11900



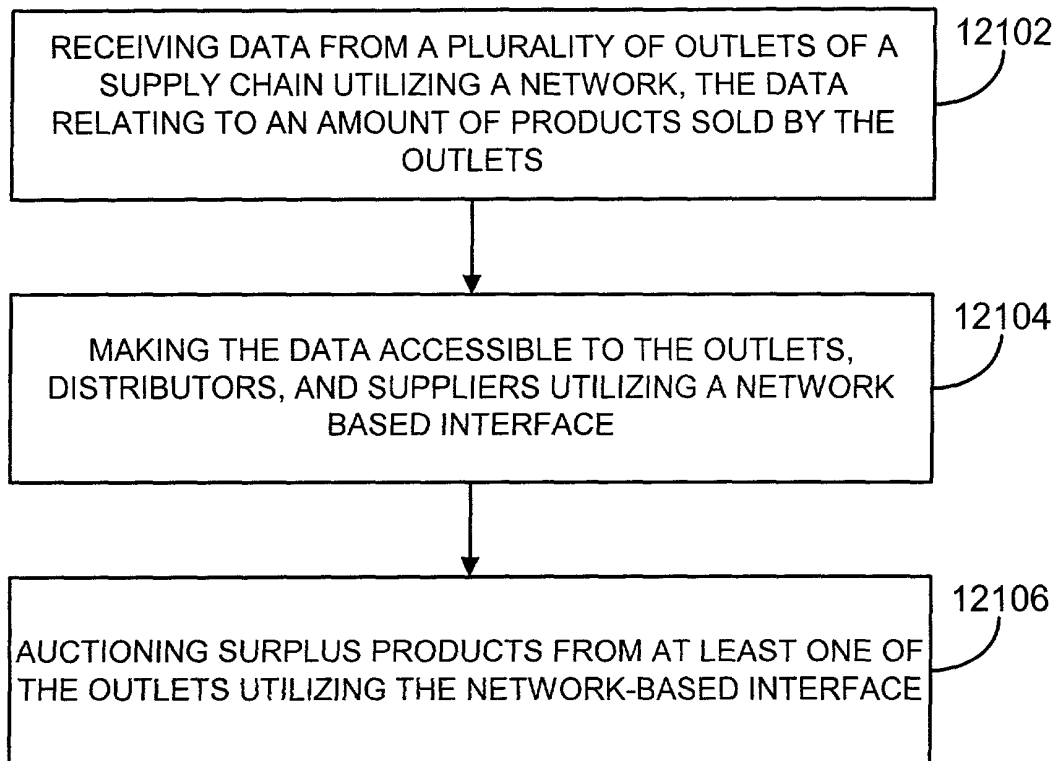
**FIG. 119**

12000



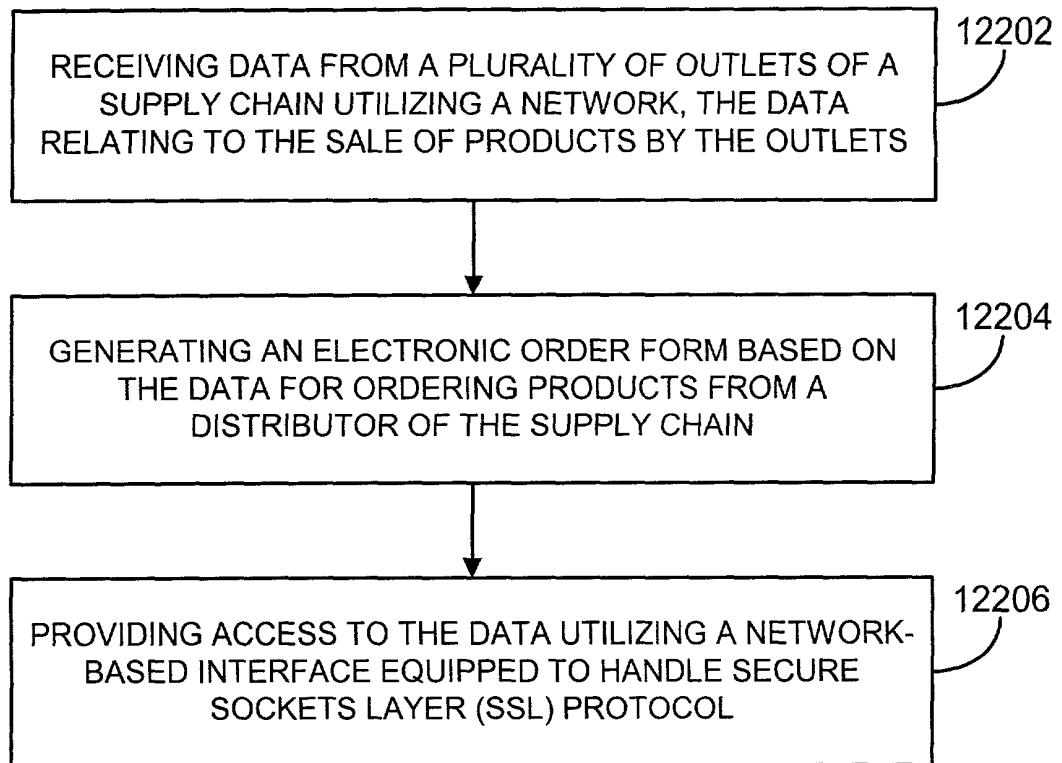
**FIG. 120**

12100



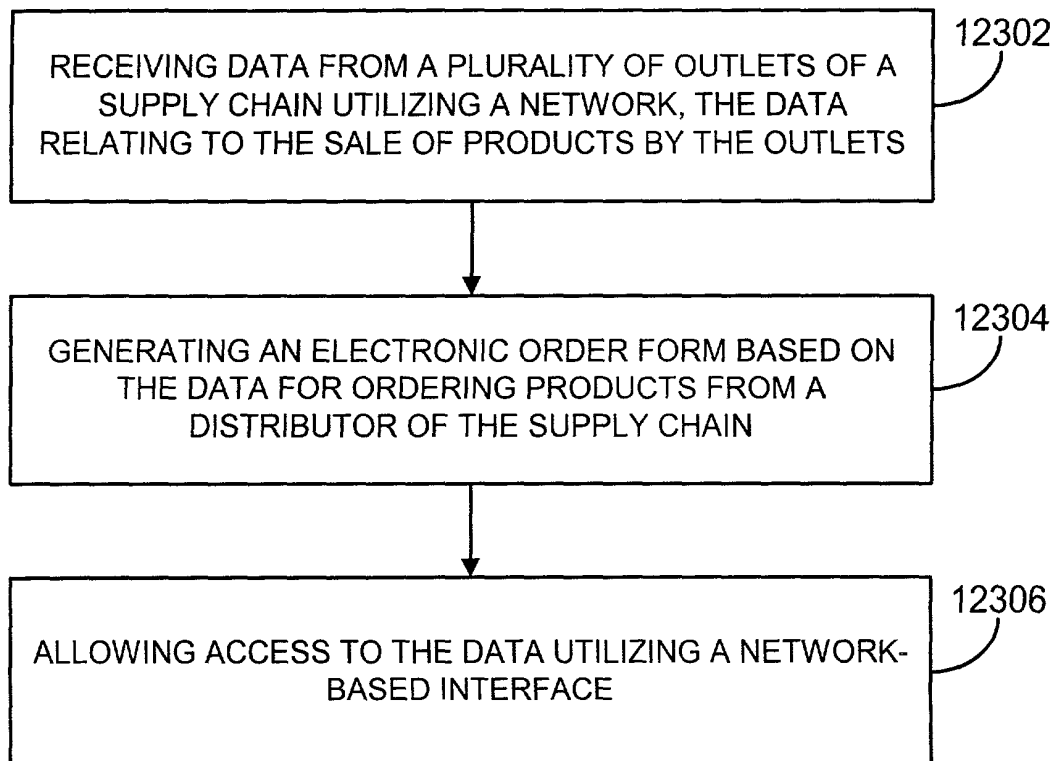
**FIG. 121**

12200



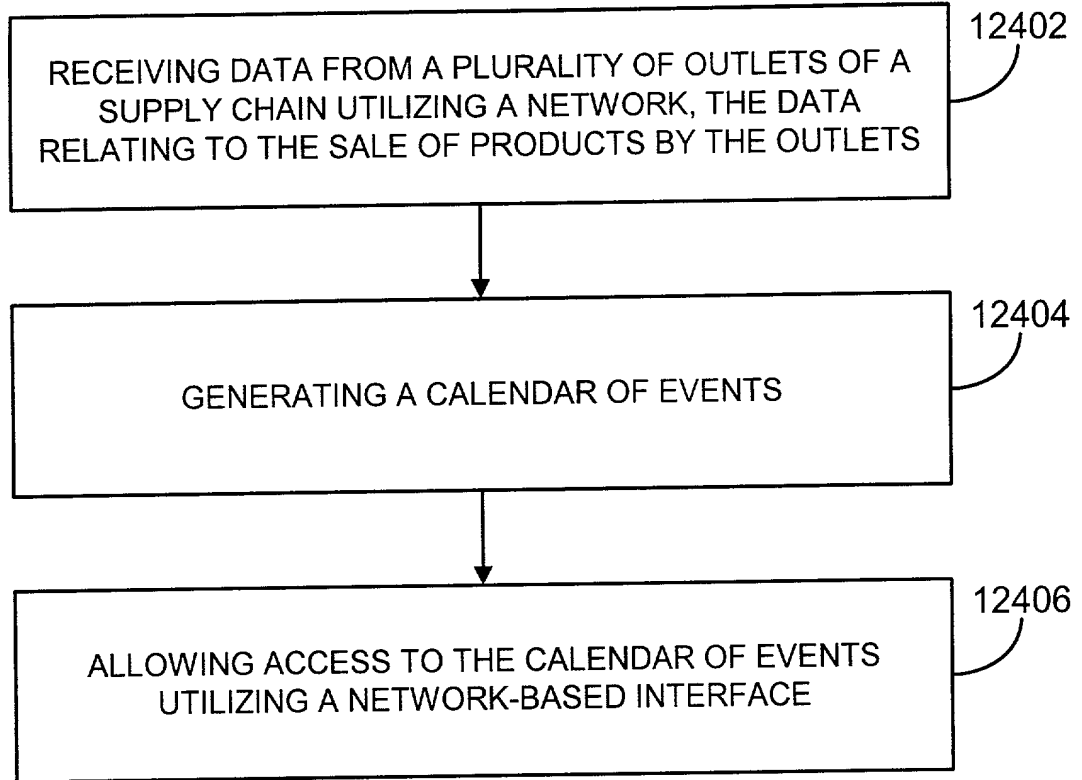
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

|   |            |          |
|---|------------|----------|
| Supply Patronage Sales/Inv Utilities Window |            |          |
| Supplier ...                                | Least Cost | Contract |
| Supplier Site ...                           |            |          |
| Distributor ...                             |            |          |
| DC ...                                      |            |          |
| Item  | Items ...  |          |

FIG. 125

12600

12602

|      |       |     |
|------|-------|-----|
| Sort | Print | New |
|------|-------|-----|

FIG. 126

12700

12702

|                   |              |        |  |
|-------------------|--------------|--------|--|
| Item Desc:        |              |        |  |
| Item Number:      | Status Code: | Active |  |
| Product Cat Code: | Item Rank:   |        |  |

FIG. 127

FIG. 125

12800



# Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128



12900



FIG. 129

13000

|                            |   |                                |          |
|----------------------------|---|--------------------------------|----------|
| <b>Supplier Item Desc:</b> |   | <b>Item No:</b>                |          |
| <b>Current:</b>            | <input checked="" type="radio"/> Yes <input type="radio"/> No | <b>Tie Qty:</b>                |          |
| <b>Items per Case:</b>     | 5000  | <b>High Qty:</b>               |          |
| <b>Innerpack Contents:</b> | 5/1000  | <b>Cases Per Pallet:</b>       |          |
| <b>Item Size:</b>          |   | <b>Stacking Allowed:</b>       |          |
| <b>Case Length:</b>        |   | <b>Universal Product Code:</b> |          |
| <b>Case Width:</b>         |   | <b>Cases Per Truckload:</b>    | 1350     |
| <b>Case Depth:</b>         |   | <b>Net Weight:</b>             | 39.00    |
| <b>Case Dimension U/M:</b> | INCH(S)   | <b>Gross Weight:</b>           | 39.00    |
| <b>Item Cube:</b>          | 0.95 CUBIC FEET   | <b>Weight U/M:</b>             | POUND(S) |
| <b>Item Shelf Life:</b>    |   | <b>Bar Code:</b>               |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

FOOTNOTES: 1. 12900

13100

|                         |                               |   |
|-------------------------|-------------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> <i>FOB Shipping Point</i> |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |   |

13102

**FIG. 131**

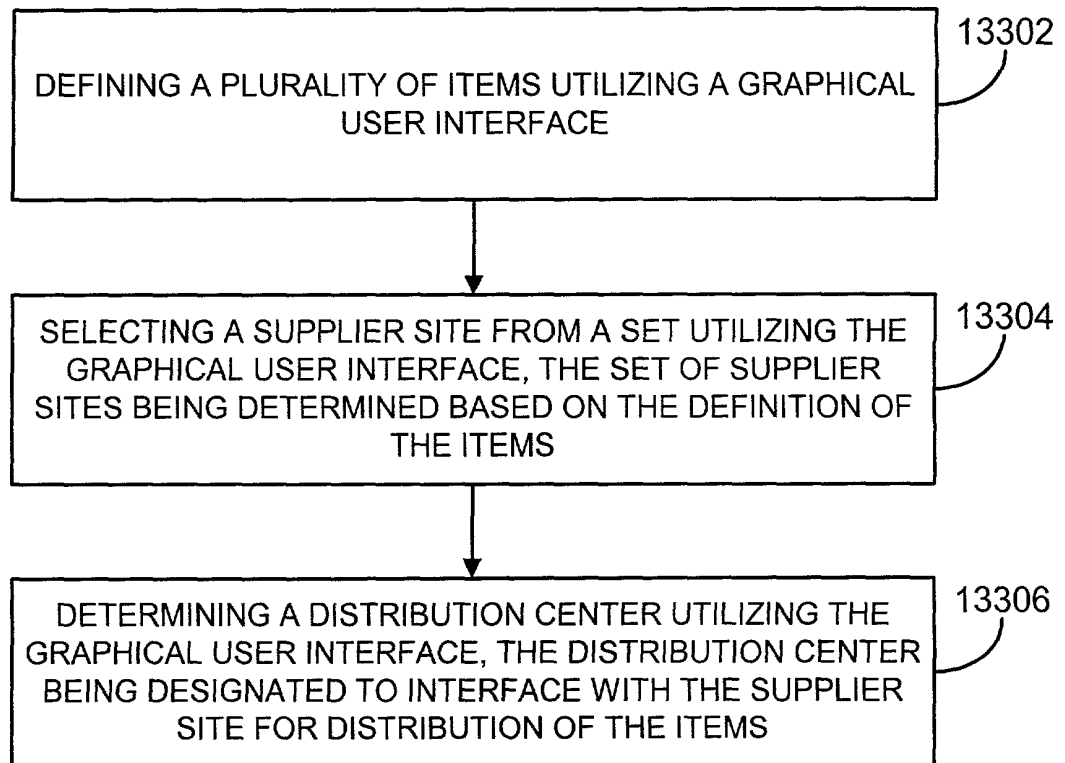
13200

|                         |                                 |                           |
|-------------------------|---------------------------------|---------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 16              | <b>FOB Shipping Point</b> |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY      | <b>Railroad Name:</b>     |
| <b>Status:</b>          | Active <input type="checkbox"/> | <b>Rail Sidings:</b>      |

**FIG. 132**

FIG. 131

13300



**FIG. 133**

13400

|                        |   |                  |                           |             |        |               |                          |
|------------------------|---|------------------|---------------------------|-------------|--------|---------------|--------------------------|
| <b>Item:</b>           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE                         | <b>Begin:</b>    | 7/1/96                    | <b>End:</b> | 9/1/96 | <b>Final:</b> | <input type="checkbox"/> |
| <b>Override Rules:</b> | <input type="radio"/> Yes <input checked="" type="radio"/> No | <b>Apply By:</b> | Cell <input type="text"/> |             |        |               |                          |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137


**Contract**[illegible]

| Min Ordr | UM          | Slip   | Deliv. |
|----------|-------------|--------|--------|
| 1        | TRUCKLOAD(S | Pallet |        |
| 1        | TRUCKLOAD(S | Pallet |        |

**FIG. 139**

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140



**Notif**

FIG. 142

**Options**   Window   **Help**

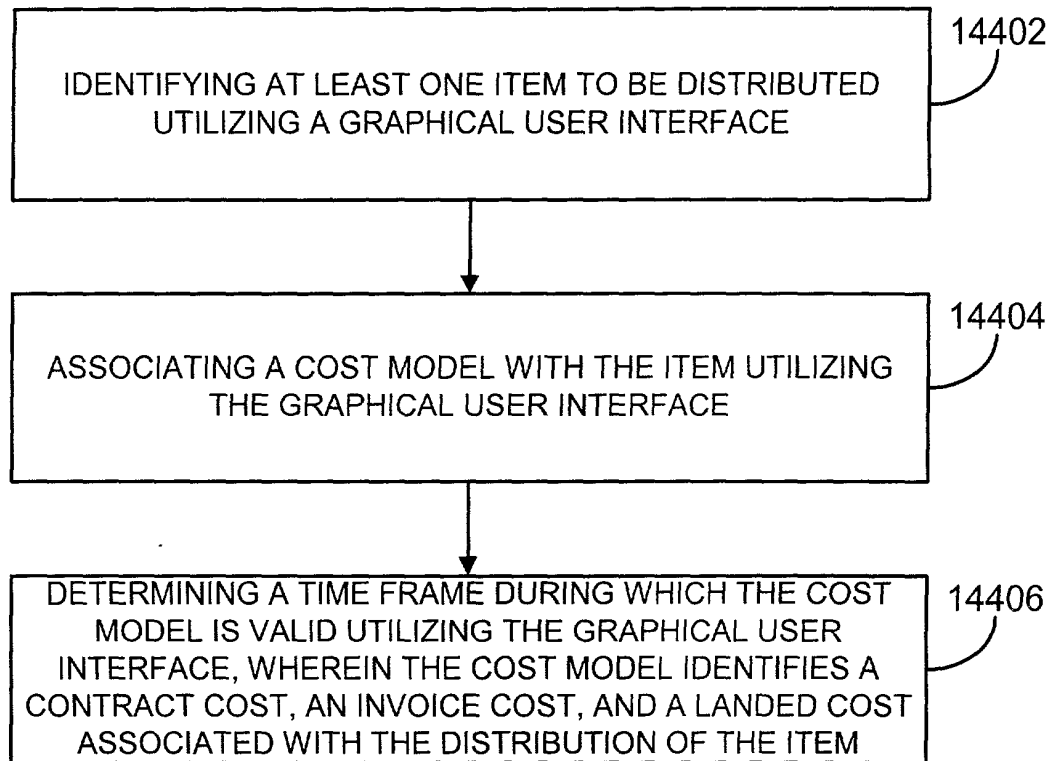
Verify  
Contract Link  
Matrix Status  
Price Notification - Standard  
Price Notification - DC's  
Supplier Confirmation...

**FIG. 141**

|                       |                                   |    |
|-----------------------|-----------------------------------|----|
| <u>C</u> ost          | <u>E</u> dit / View ...           | F3 |
| Commodities           | New (using previous matrix) ...   | F4 |
|                       | New (build matrix) ...            | F5 |
| <u>V</u> endor Rating |                                   |    |
| Contact Management    | Multi Item Price Notification ... |    |

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description         | Cost Matrix End Date         | Contract End Date                        | No End Date                   |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77%               | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ      | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

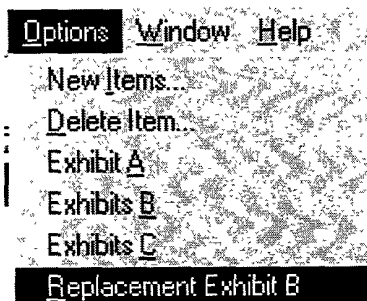


FIG. 152

15300

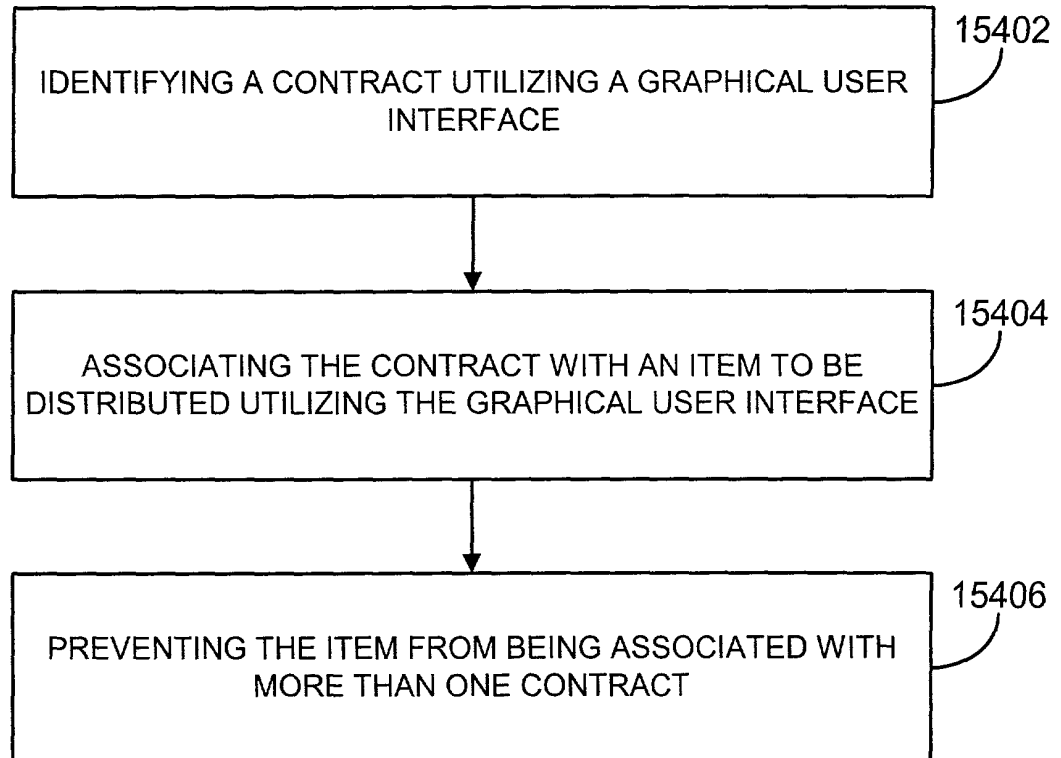


FIG. 153

FIG. 151



15400



**FIG. 154**

The screenshot shows the 'RSI Supply' menu with the 'Supplier' option selected. The 'Supplier' submenu is open, displaying options: 'Supplier ...', 'Supplier Site ...', 'Distributor ...', 'DC ...', 'Item', 'Proposal', 'Least Cost Analysis', and 'Contract ...'. The 'Edit / New ...' and 'New Using Previous ...' options are visible at the bottom of the submenu. Reference numerals 15500 and 15502 point to the 'Edit / New ...' and 'New Using Previous ...' options, respectively.

1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 26

15600

| Proposal - Foam Hot Cups & Polystyrene Lids |           |   |       |
|---|-----------|---|-------|
| <b>Main Info</b>                            | Items     | Suppliers   | DCs   |
|   | FOB Price | DC/Rest   | Usage |
|   | Templates | View Bid  |       |
| <b>Proposal Information</b>                 |           |   |       |
| Proposal ID:                                |           | 1021  |       |
| Proposal Name:                              |           | Foam Hot Cups & Polystyrene Lids  |       |
| Buyer Name:                                 |           | Dennis Clabby   |       |
| Proposal Due Date:                          |           | 06/12/97  |       |
| Contract Begin Date:                        |           | 07/01/97  |       |
| Contract End Date:                          |           | 06/30/98  |       |
| <b>Actions</b>                              |           |   |       |
| #   | Date:     | Action Description:   |       |
| 1   | 05/28/97  | Sent this bid to Dart and also sent a request for information to WinCup |       |

FIG. 156

FIG. 156

15700



FIG. 157

15800

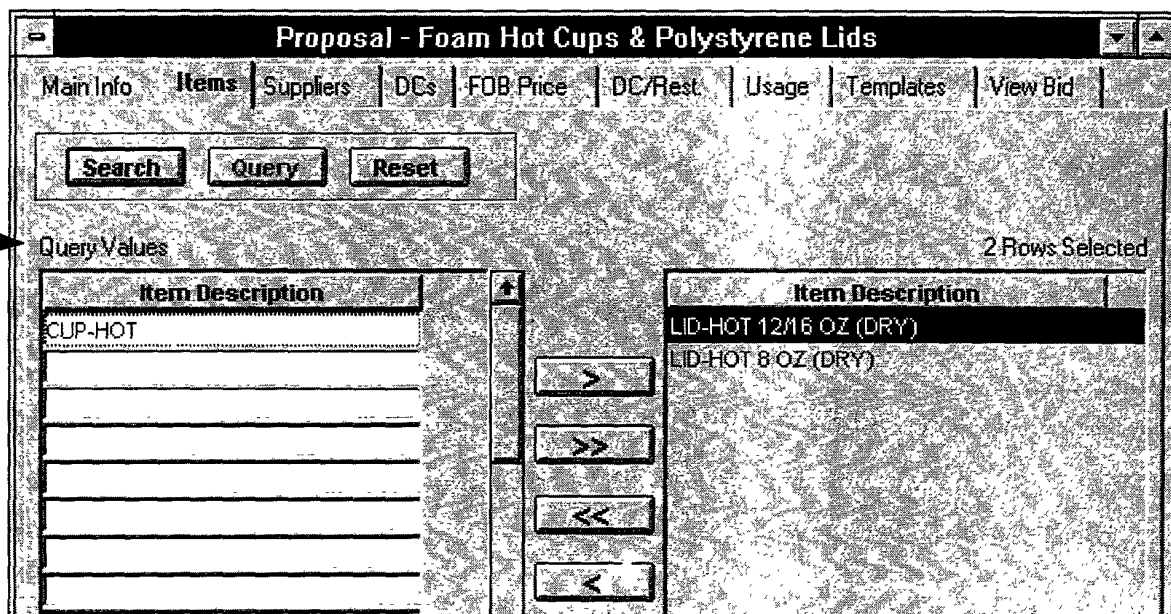


FIG. 158

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description      |     | Item Description             |
|-----------------------|-----|------------------------------|
| CUP-HOT 12 OZ (PAPER) | DRY | CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (PAPER) | DRY | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER)  | DRY | CUP-HOT 8 OZ (DRY)           |
|                       |     | LID-HOT 12/16 OZ (DRY)       |
|                       |     | LID-HOT 8 OZ (DRY)           |

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.28      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

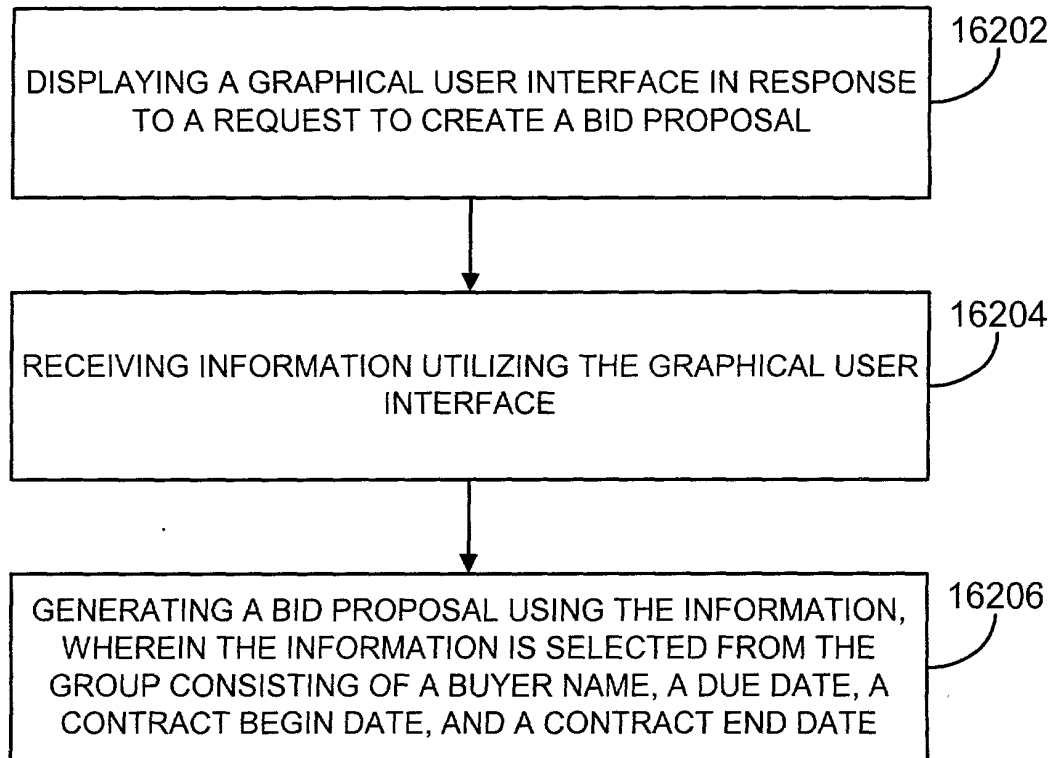
  

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |

FIG. 161

FOOD CHARTS

16200



**FIG. 162**

16300



FIG. 163

16400

|                              | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
|                              |               | <i>Word</i> | <i>Y/N</i>      |
| Bid Proposal Cover Letter    | ?             |             | Y               |
| General Terms and Conditions | ?             |             | N               |
| Usage Estimates              | ?             |             | N               |
| Supplier Facility Worksheets | ?             |             | N               |
| Item Information Worksheets  | ?             |             | N               |
| Sample Supply Agreement      |               | ?           | N               |
| BK Specification Request     |               | ?           | N               |
| FOB Price Component          |               | ?           | N               |
| Truckload Freight Worksheet  | ?             |             | N               |
| LTL Freight Worksheet        | ?             |             | N               |

FIG. 164



16500

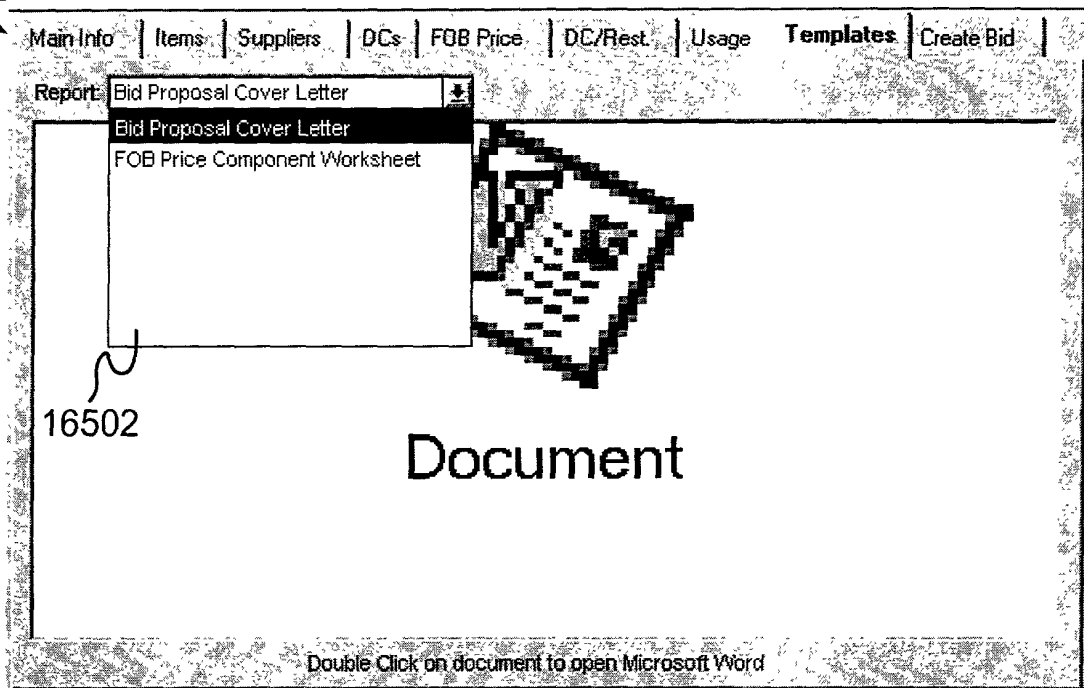


FIG. 165

16600

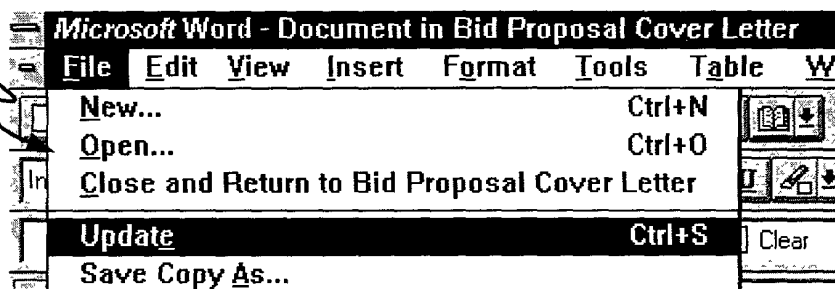


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General                     |                                     | Cost                          |                                     |
|-----------------------------|-------------------------------------|-------------------------------|-------------------------------------|
| Bid Proposal Cover Letter   | <input checked="" type="checkbox"/> | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| General Terms & Conditions  | <input checked="" type="checkbox"/> | Truckload Freight Worksheet   | <input checked="" type="checkbox"/> |
| Usage Estimates             | <input checked="" type="checkbox"/> | LTL Freight Worksheet         | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> |                               |                                     |
| Item Information Worksheet  | <input checked="" type="checkbox"/> | Blank Sheets                  |                                     |
| Sample Supply Agreement     | <input checked="" type="checkbox"/> | Supplier Facility Worksheet   | <input checked="" type="checkbox"/> |
| BK Specification Request    | <input checked="" type="checkbox"/> | Item Information Worksheet    | <input checked="" type="checkbox"/> |
|                             |                                     | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
|                             |                                     | Truckload Freight Worksheet   | <input checked="" type="checkbox"/> |
|                             |                                     | LTL Freight Worksheet         | <input checked="" type="checkbox"/> |

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

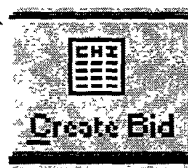


FIG. 168

16900

Report: 7/2/97

|                                   |   |
|-----------------------------------|---|
| Item Information Worksheet        | ↓ |
| Bid Proposal Cover Letter         | ↑ |
| FOB Price Component Worksheet     |   |
| General Terms & Conditions        |   |
| <b>Item Information Worksheet</b> |   |
| LTL Freight Worksheet             |   |
| Sample Supply Agreement           |   |
| Supplier Facility Worksheet       | ↓ |

Supplier: (all)

**Restaurant Services, Inc.**

**Item Information Worksheet**

ATTY

DS

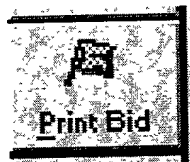
FIG. 169

17000



**FIG. 170**

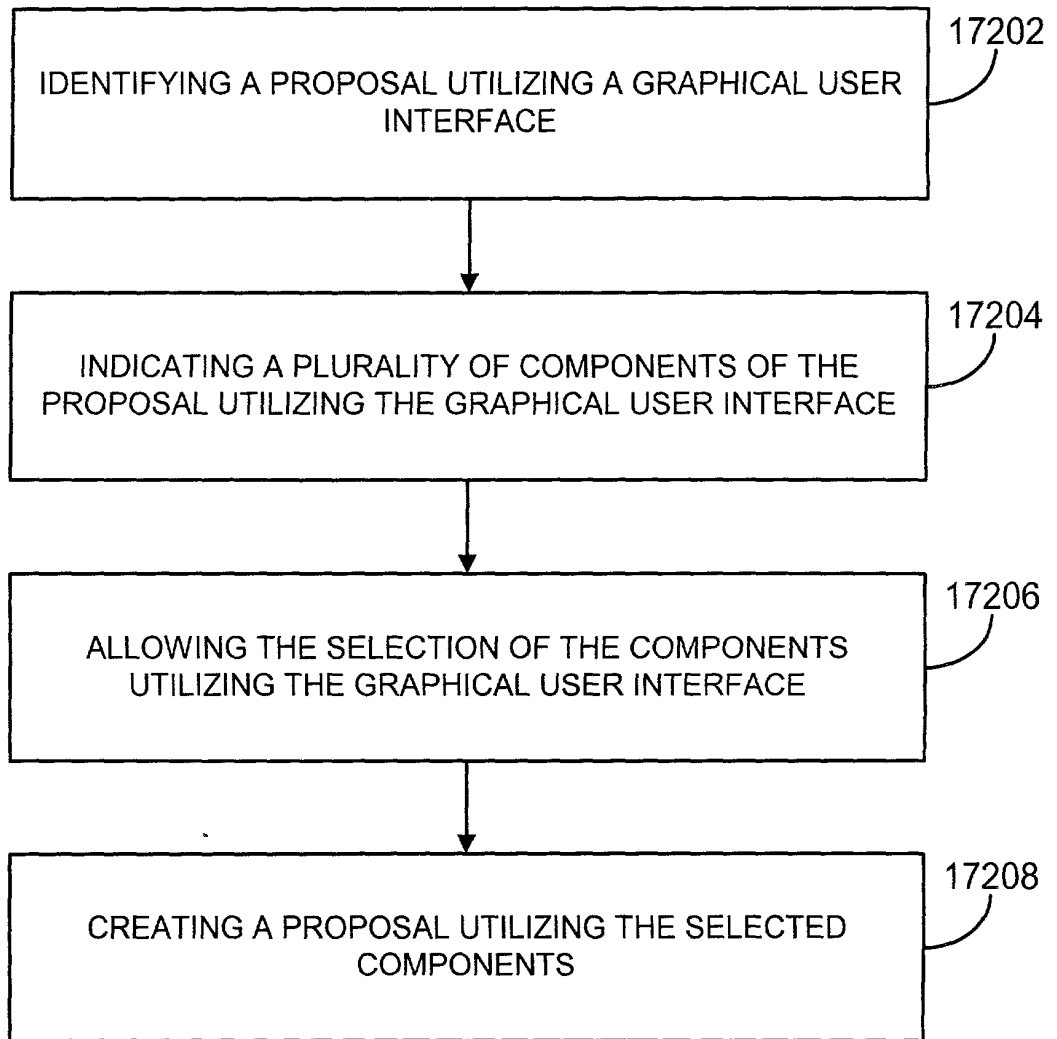
17100




**FIG. 171**

FIG. 170

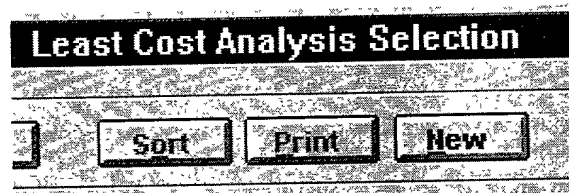
17200







**FIG. 172**



17400



17500

| Supply              |  | Patronage |  | Sales/Inv   |  | Utilities   |  | Window  |  | Help  |  |
|---------------------|--|-----------|--|---|--|---|--|---|--|---|--|
| Supplier ...        |  | Cost      |  |  |  |  |  |  |  |  |  |
| Supplier Site ...   |  |           |  | Contract  |  | Rolodex   |  | Restaurant  |  | Owner/Org.  |  |
| Distributor ...     |  |           |  |   |  |   |  |   |  |   |  |
| DC ...              |  |           |  |   |  |   |  |   |  |   |  |
| Item                |  |           |  |   |  |   |  |   |  |   |  |
| Proposal            |  |           |  |   |  |   |  |   |  |   |  |
| Least Cost Analysis |  |           |  | Edit / View ...   |  |   |  | Ctrl+Shift+Z  |  |   |  |
| Contract ...        |  |           |  | New (Using Previous) ...  |  |   |  |   |  |   |  |

**FIG. 175**

[illegible]

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

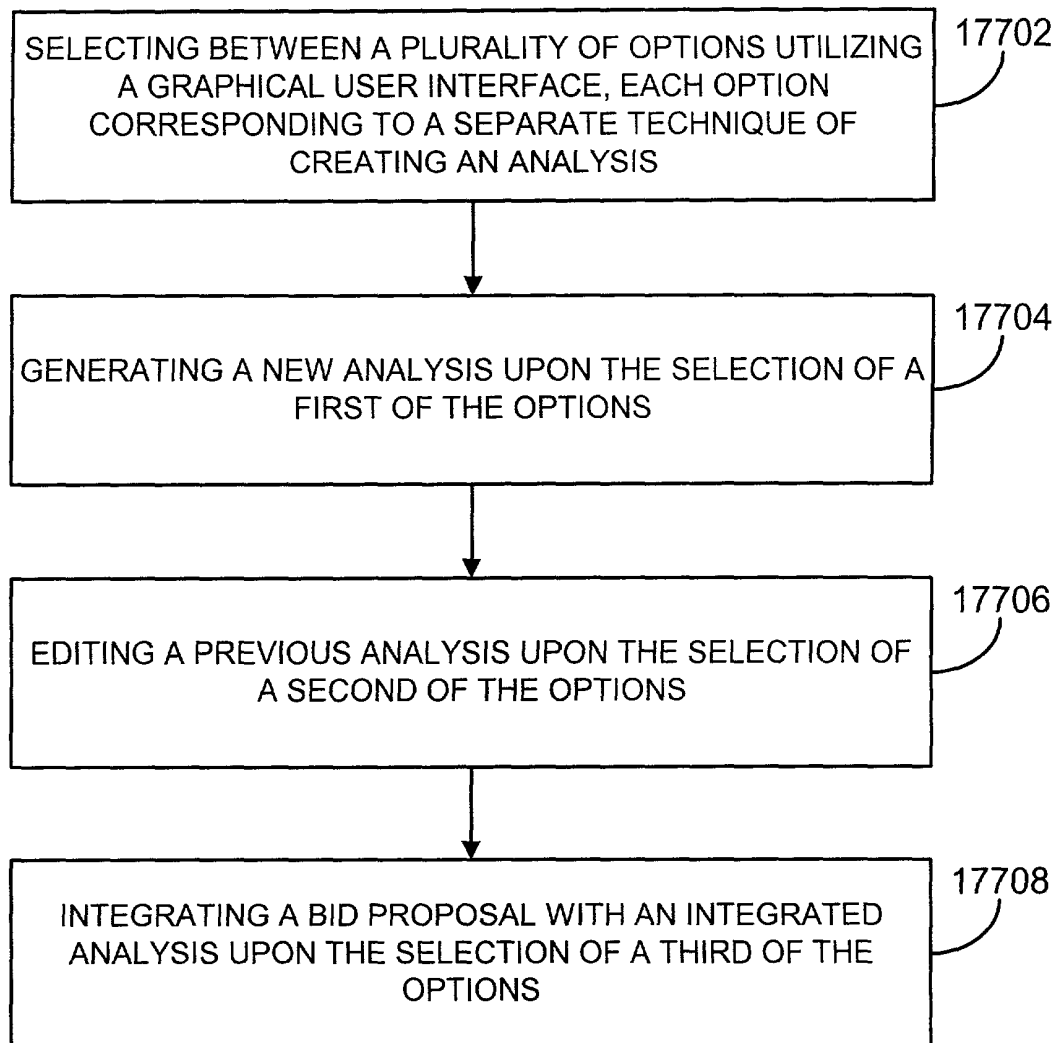
17600



**FIG. 176**

17600" 04/23/98

17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
 Analysis ID: 1036  
 Buyer: Dennis Clabby  
 Period of Agreement: 10/1/97 THRU 9/30/98  
 Unit Of Measure: CASE(S)

FIG. 178

17900

Version ( 1 ) of ( 9 ) Base version

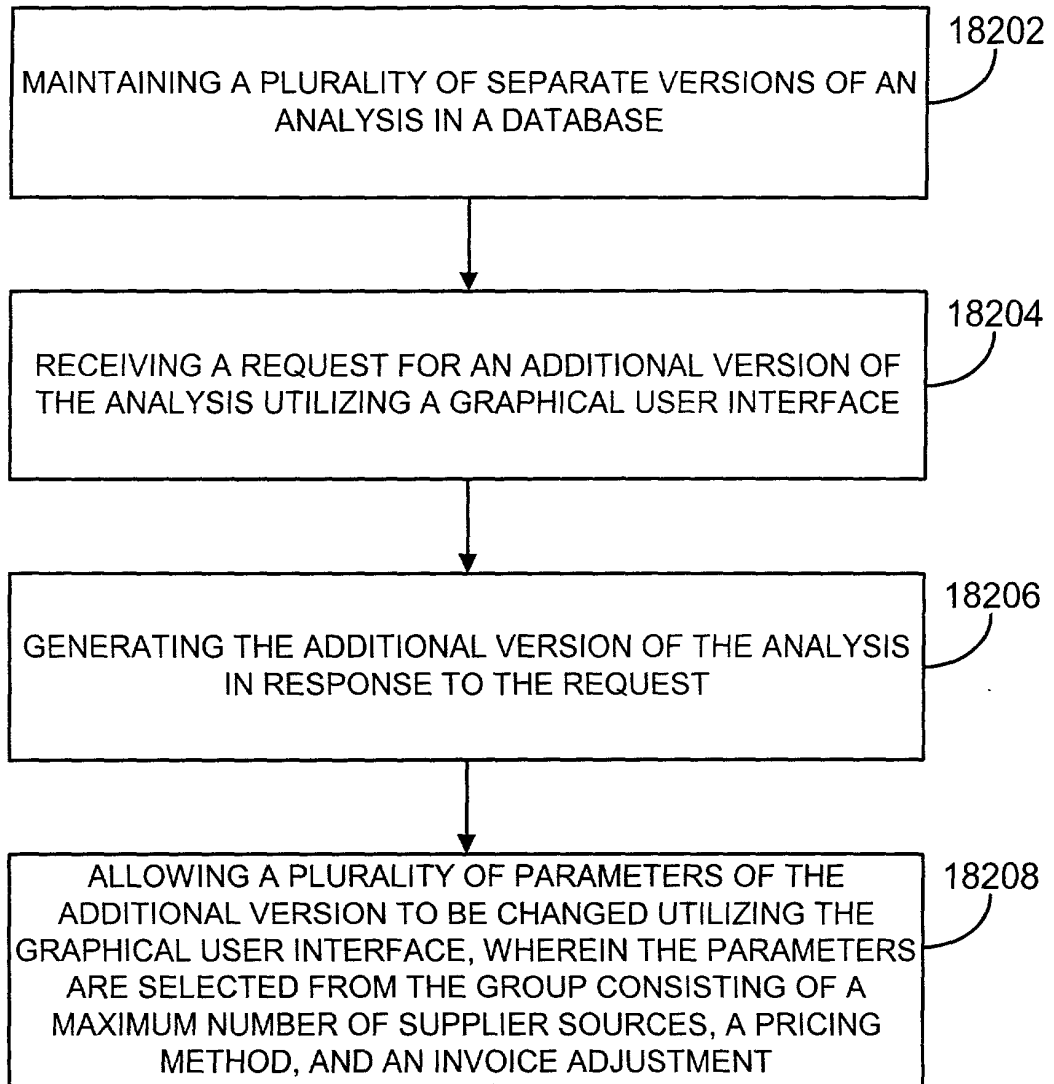
What is the max # of FOB points to allocate to each DC ? One FOB  
 What is pricing method for this version ? FOB + Freight  
 What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000  
 Override RBC Truckload Validation ? No  
 Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179





18200



**FIG. 182**

FIG. 183

18300



Search Query Reset

Query Values 7 Rows Selected

| Supplier FOB |    | Supplier FOB                      |
|--------------|----|-----------------------------------|
| DOP          | >  | DOPACO-DOWNTOWN, PA               |
|              | >> | DOPACO-KINSTON, NC                |
|              |    | DOPACO-ST. CHARLES, IL            |
|              |    | DOPACO-STOCKTON, CA               |
|              |    | IMPERIAL BONDWARE-SHELBYVILLE, IL |

18302

FIG. 183

18400



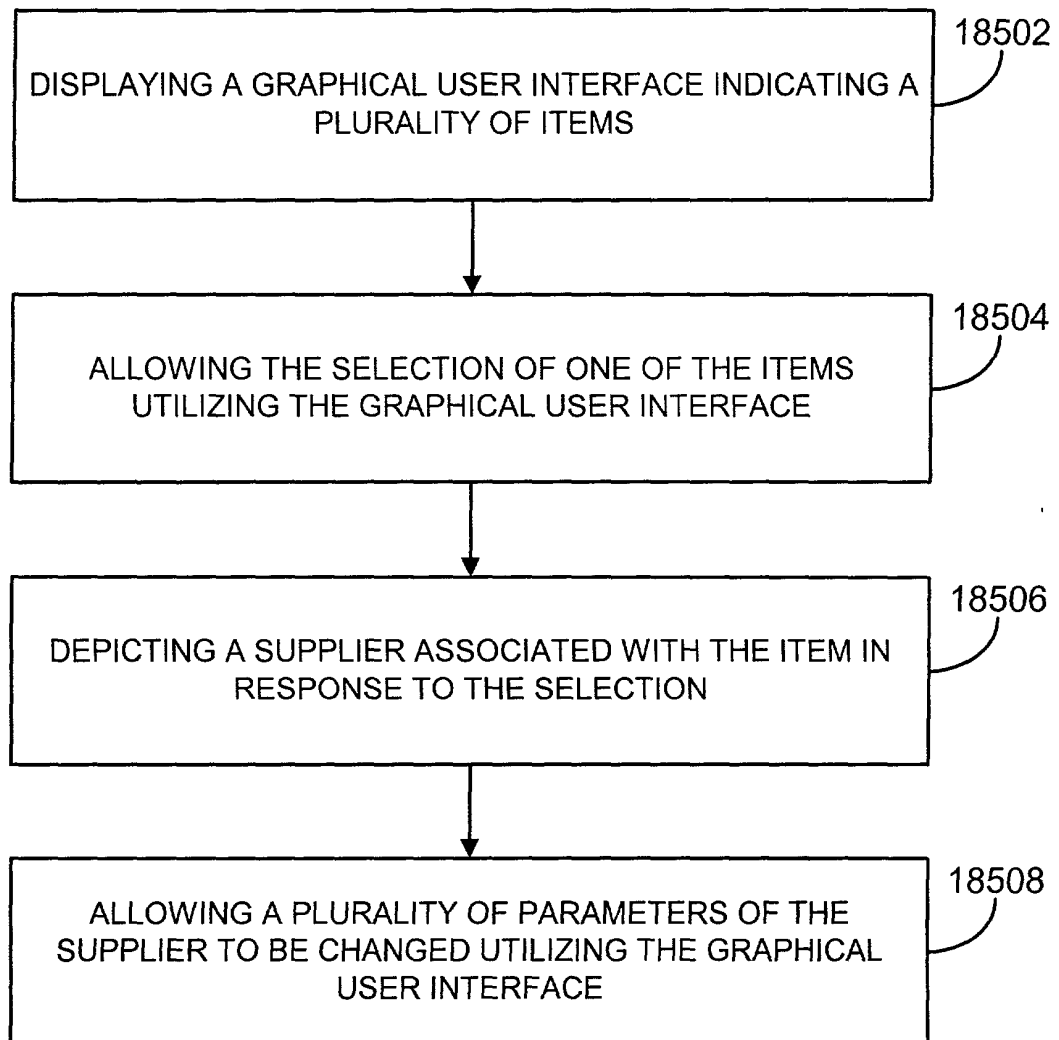
| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

FIG. 184

18400 18402

18500



**FIG. 185**

18600

| Item Description | Supplier FOB        |
|------------------|---------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory Case Cube: | 3.43 CUBIC FEET   |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUND(S)  |
| Case U/M            | INCHE(S)       | Net Weight:          | 27.28 POUND(S)  |

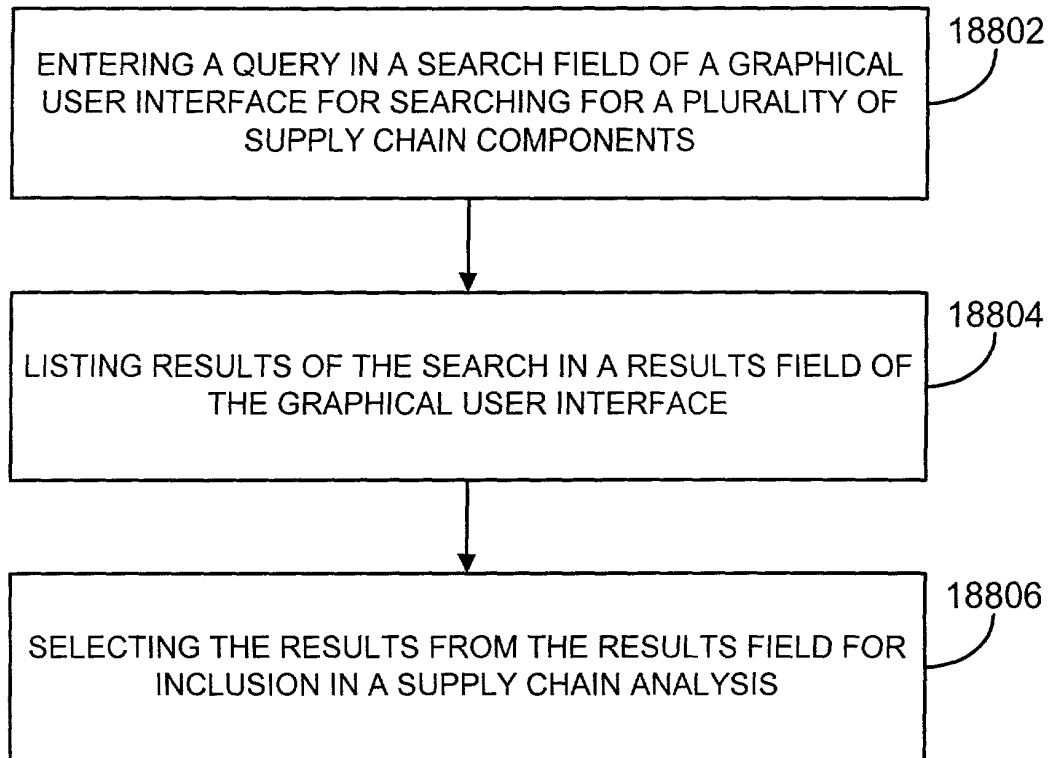
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

| Supplier                             | Terms | SLP/PLT | Minimum     | Maximum     | Include   |  |
|--------------------------------------|-------|---------|-------------|-------------|---|--|
| CAVENDISH FARMS                      |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| J.R. SIMPLOT COMPANY                 |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.                    |       | Pallet  | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| Supplier FOB                         |       |         | Minimum     | Maximum     | Include   |  |
| LAMB-WESTON, INC.-PASCO, WA          |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.-RICHLAND WA        |       |         | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.-AMERICAN FALLS, ID |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |

FIG. 189

19000

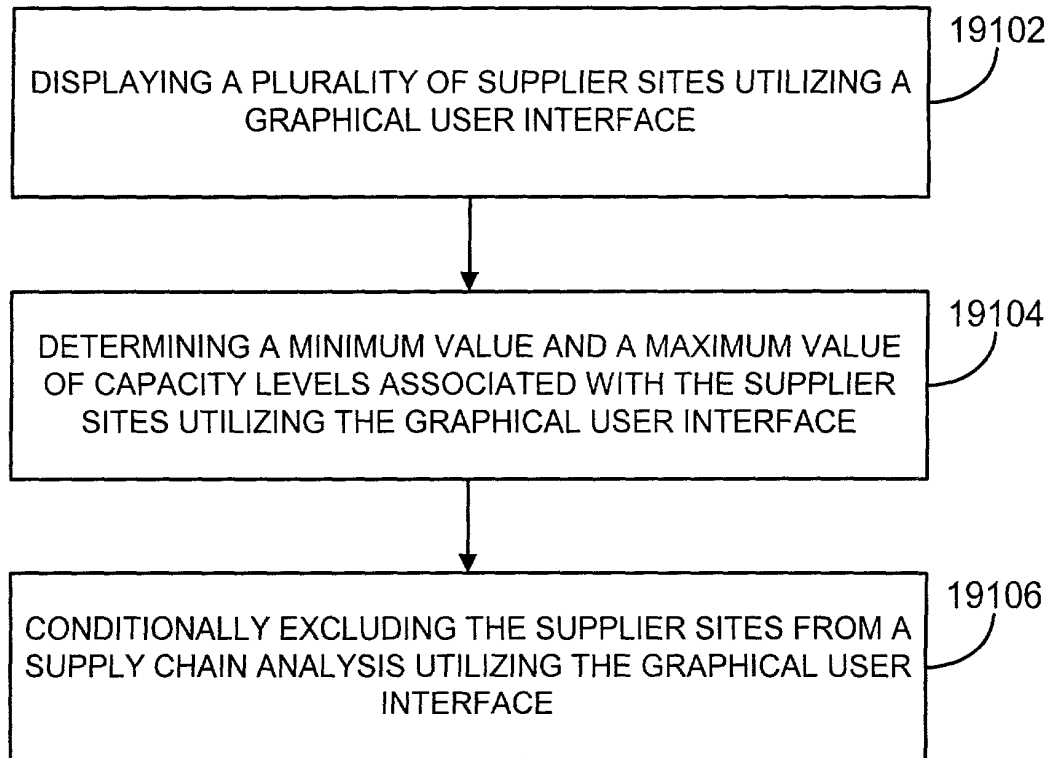
| Supplier                                | Terms | SLP/PLT | Minimum     | Maximum     | Include   |  |
|---|-------|---------|-------------|-------------|---|--|
| MCCAIN FOODS                            |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| NESTLE FOOD COMPANY                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| ORE-IDA FOODS                           |       | Pallet  | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| Supplier FOB                            |       |         | Minimum     | Maximum     | Include   |  |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |         | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |  |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |         | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |  |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |         | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |

FIG. 190

FIG. 189



19100



**FIG. 191**

FIG. 192

19200



| Supplier                    | # | Volume |  |  |  |
|-----------------------------|---|--------|--|--|--|
| HUDSON INDUSTRIES           | 0 |        |  |  |  |
| INTERNATIONAL DIVERSE FOODS | 0 |        |  |  |  |
| SUPERIOR COFFEE & FOODS     | 0 |        |  |  |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

19300

| Supplier                    | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES           | 0 |        |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |
| WHITEFORD FOODS             | 0 |        |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |
|---------------|---|---------|
| VENTURA FOODS | 0 |         |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

FIG. 194

19500



| Item Description |  | Supplier FOB                   |  |
|------------------|--|--------------------------------|--|
| FRIES-COATED     |  | CAVENDISH-PRINCE EDWARD        |  |
| FRIES-COATED     |  | J.R. SIMPLOT COMPANY-HERMISTON |  |
| FRIES-COATED     |  | LAMB-WESTON, INC. PASCO, WA    |  |

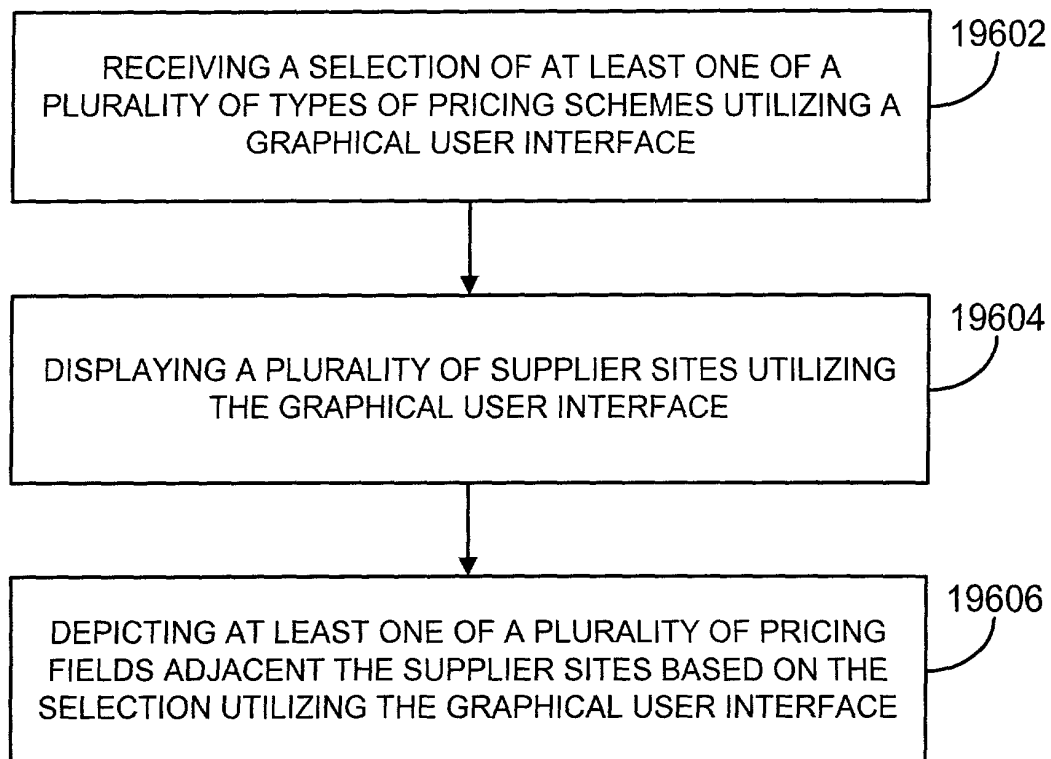
  

| Distribution Center     | Delivered | # | Volume |
|-------------------------|-----------|---|--------|
| AMERISERVE-OMAHA, NE    | 0.3750    | 0 | 0      |
| AMERISERVE-PLYMOUTH, MN | 0.3850    | 0 | 0      |
| AMERISERVE-WAUKESHA     | 0.3670    | 0 | 0      |
| FLEMING FOODS-KAPOLEI   | 0.4725    | 0 | 0      |
| KING PROVISION-ATLANTA  | 0.3950    | 0 | 0      |

FIG. 195

FOODS - ESTABLISHED

19600



**FIG. 196**

19700

| Total Rest. Growth Amount    |                     | Usage Period         |                            |
|------------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702                |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center          | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE   | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER        | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE, UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE         | 166                 | 5.00%                | 174                        |

FIG. 197

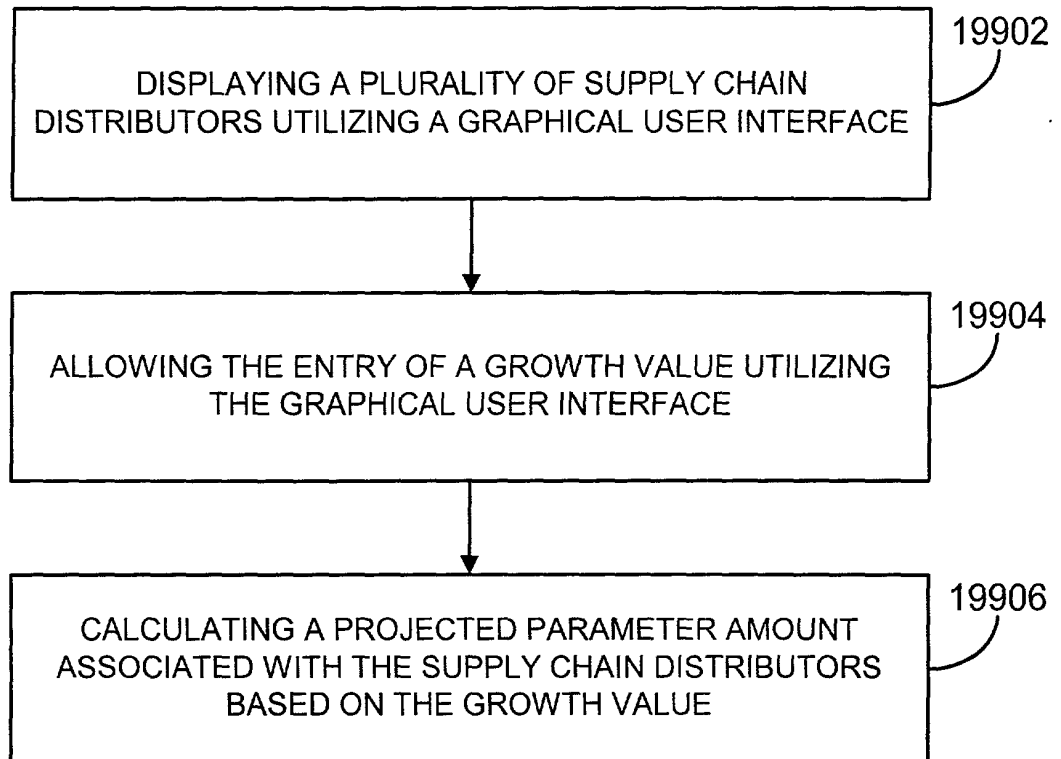
19800

| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00          |              |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

FIG. 199

20000

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center           | Lane Restriction             |                                |   | Honor TL Rate            |
|-------------------------------|------------------------------|--------------------------------|---|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE   | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER        | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE          | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN       | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

FIG. 200

20002

20100

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Lane Restriction                        |   |                                |
|-----------------------------|---|---|--------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required            | <input type="radio"/> Excluded |

FIG. 201

20200

**Invalid Selection**

i

AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

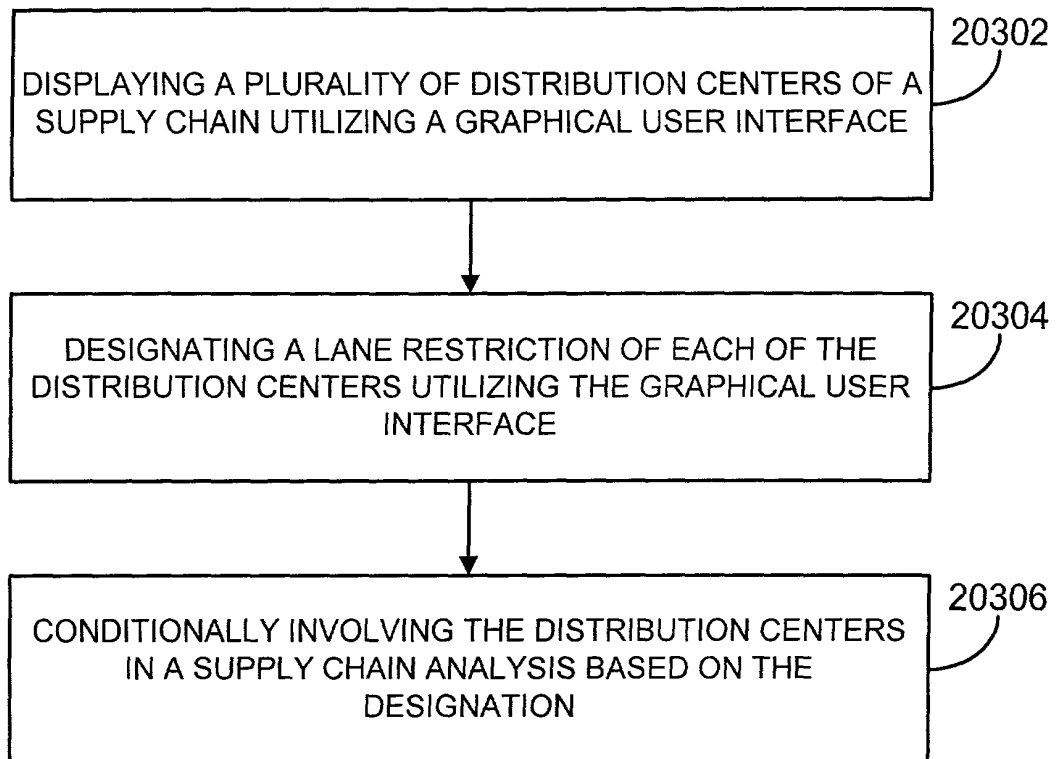
OK

FIG. 202

FIG. 200



20300



**FIG. 203**

20400

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center          | Truckload Freight | Lane Distance |
|------------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE   | 1,617             |               |
| AMERISERVEPOST-DENVER        | 1,277             |               |
| AMERISERVEPOST-SALT LAKE, UT | 691               |               |

FIG. 204

20500

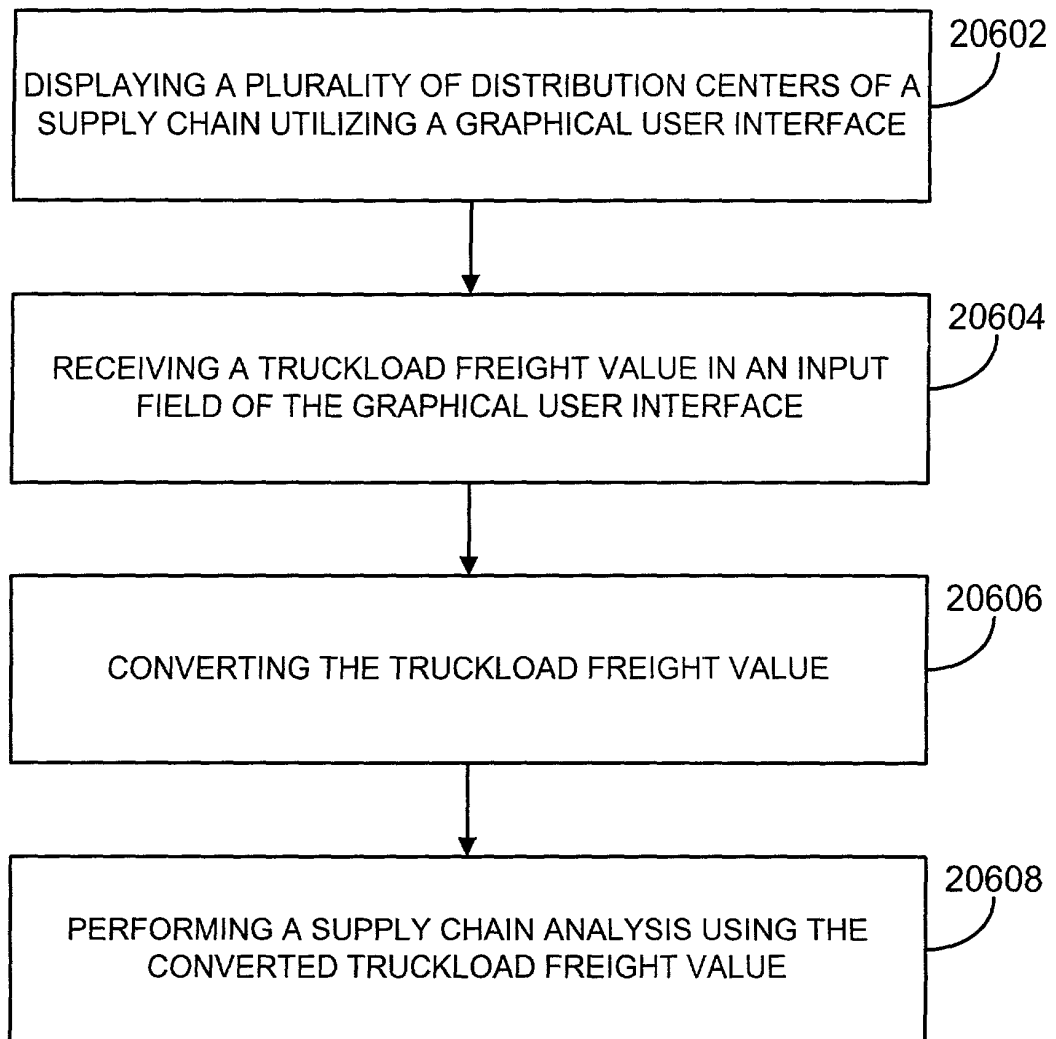
| Supplier FOB                  |              | Address |       |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR      | Fort Smith   | AR      | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR      | 72638 |
| TYSON FOODS-RUSSELVILLE AR    | Russelville  | AR      | 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |              |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |              |

FIG. 205

20600



**FIG. 206**

FIG. 207

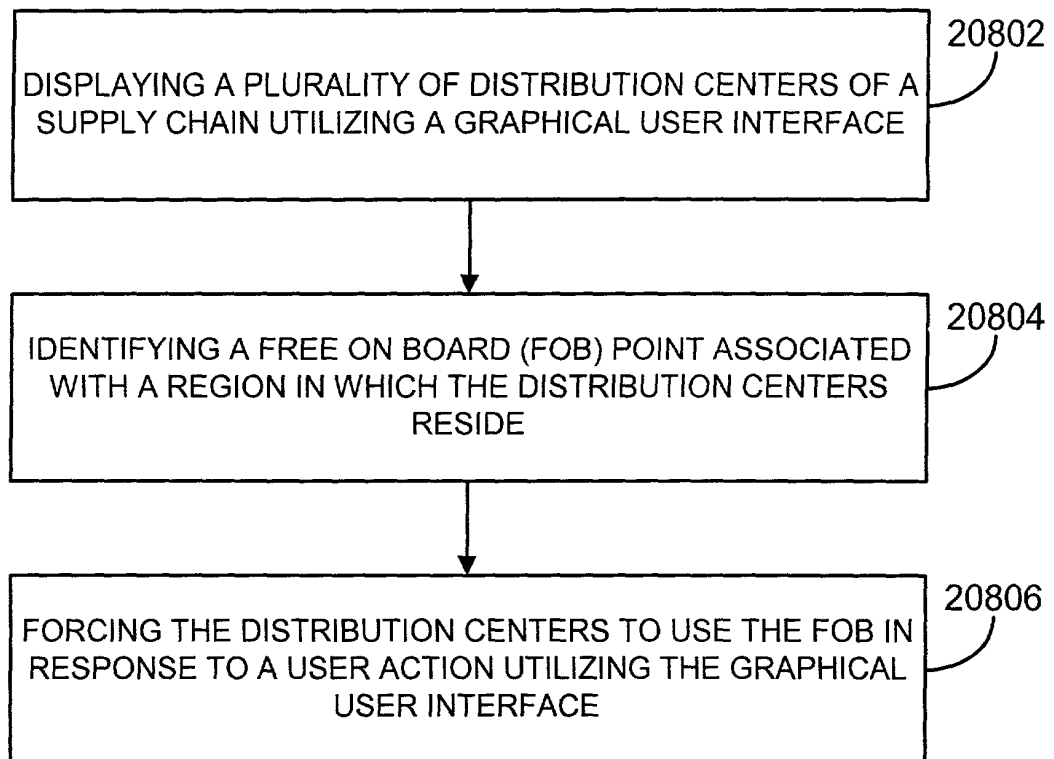
20700



| Analysis Region               |  | Force FOB                 |                                     |
|-------------------------------|--|---------------------------|-------------------------------------|
| MCCABE-PORTLAND/RNW-ANCHORAGE |  | <input type="radio"/> Yes | <input checked="" type="radio"/> No |
| Distribution Center Name      |  | Site Role                 |                                     |
| MCCABE QUALITY FOODS-PORTLAND |  | Corporate & FOB Point     |                                     |
| RESTAURANTS NW-ANCHORAGE      |  | Corporate & FOB Point     |                                     |

FIG. 207

20800



**FIG. 208**

20900

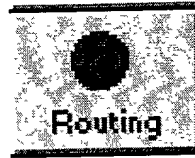


FIG. 209

21000

**Report Selection**

Report Type:

**Report Parameters**

Supplier:

Supplier FOB:

Distribution Center:

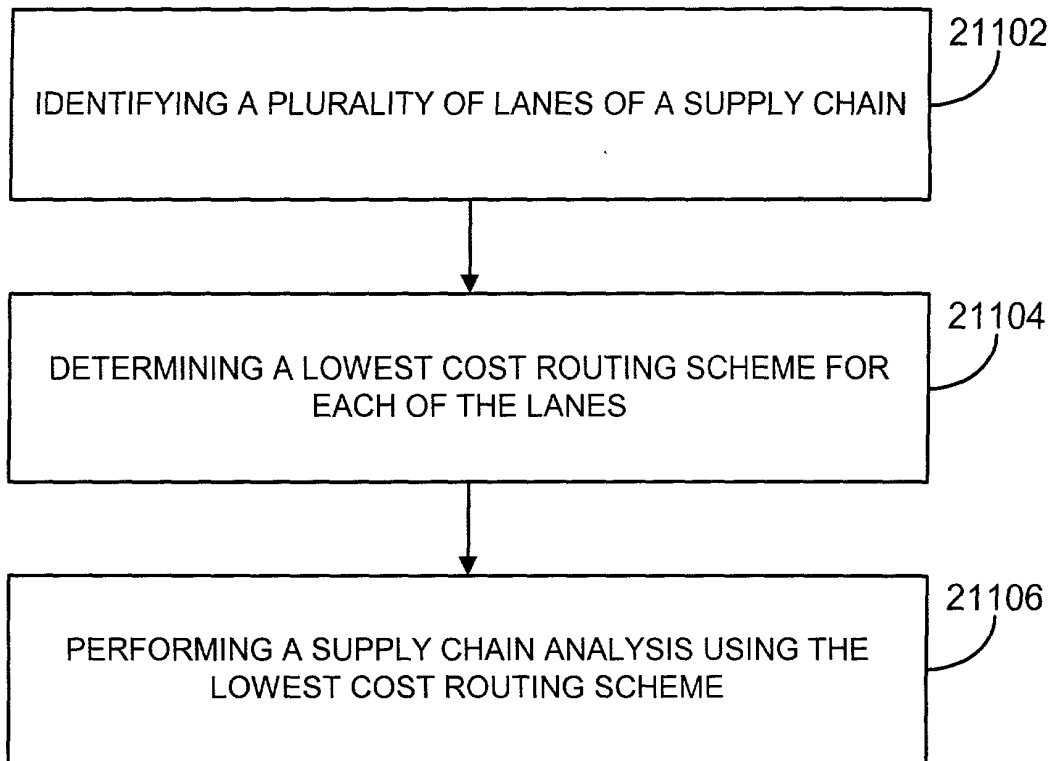
Version:

**Report Name:**

|   |  |
|---|--|
| Freight Information Provided                  |  |
| Freight Information Provided                  |  |
| LTL Routing Grid By Lane                      |  |
| Routing Results By Lane                       |  |
| Routing Results By Lane, Item                 |  |
| Routing Results w/ RDC Breakout By Lane       |  |
| Routing Results w/ RDC Breakout By Lane, Item |  |
| TL Freight Variance Analysis                  |  |

FIG. 210

21100



**FIG. 211**

21200

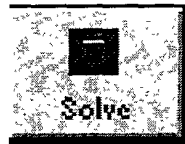


FIG. 212

21300



21302

**Report Selection**

| Report Type:            | Report Name:                    |
|-------------------------|---------------------------------|
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         | ew Capacity & Prices            |

FIG. 213



FIG. 214

21400

|                                       |
|---------------------------------------|
| Awarded Volume by Item - Detail       |
| Awarded Volume by Item - Detail       |
| Awarded Volume by Item - Freight      |
| Awarded Volume by Item - Summary      |
| Competing DC Freight Analysis by Item |
| Lane Assignment Matrix                |
| Lane Weighted Average Delivered Cost  |

FIG. 214

21500

|  |
|--|
| Assigned Volume Percentages (no conversion)      |
| Assigned Volume Percentages (with conversion)    |
| Invoice FOB Detail Comparison (no conversion)    |
| Invoice FOB Detail Comparison (with conversion)  |
| Invoice FOB Savings Comparison (no conversion)   |
| Invoice FOB Savings Comparison (with conversion) |

FIG. 215

21600

|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

|   |
|---|
| Report Name:                                  |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

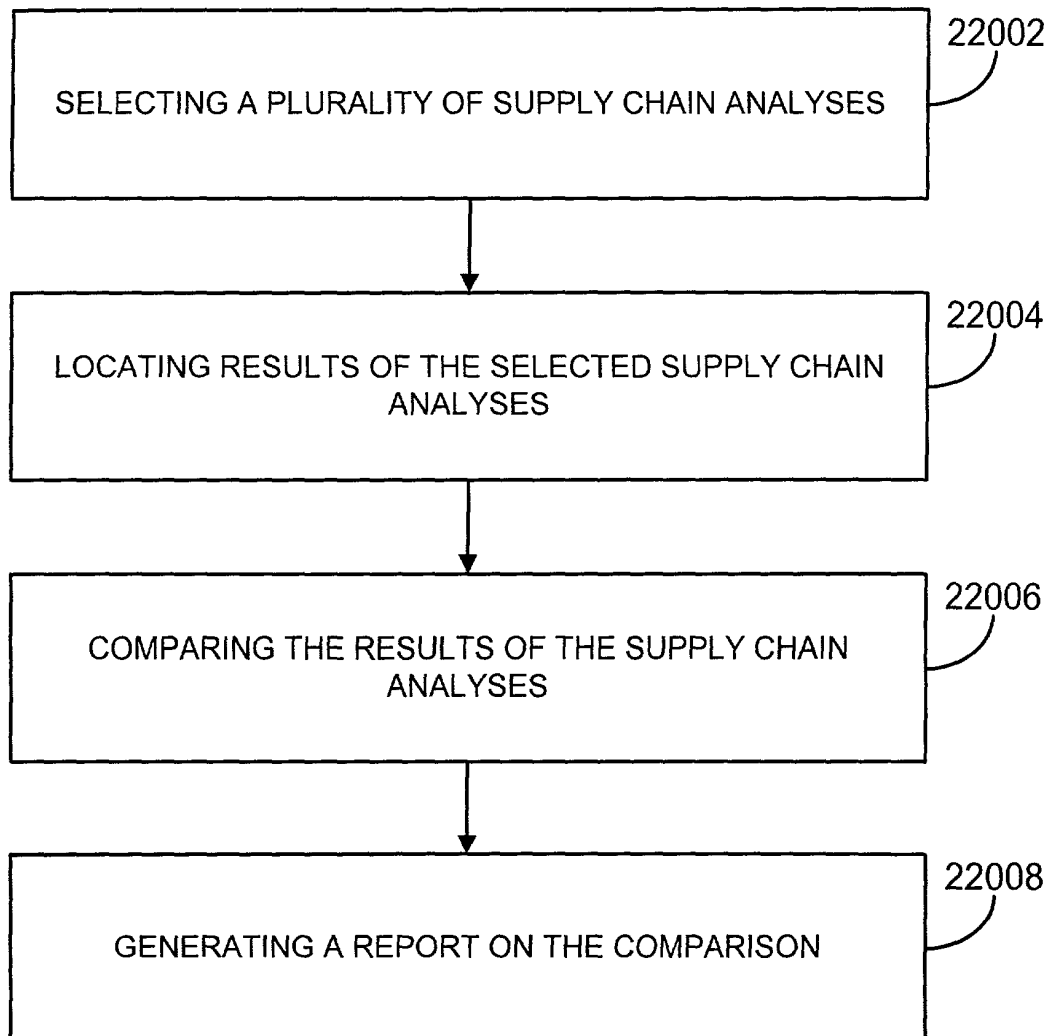
21900



FIG. 219

FIG. 21800

22000



**FIG. 220**

22100

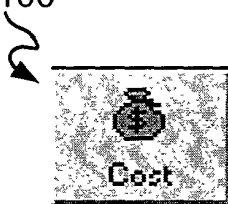


FIG. 221

22200

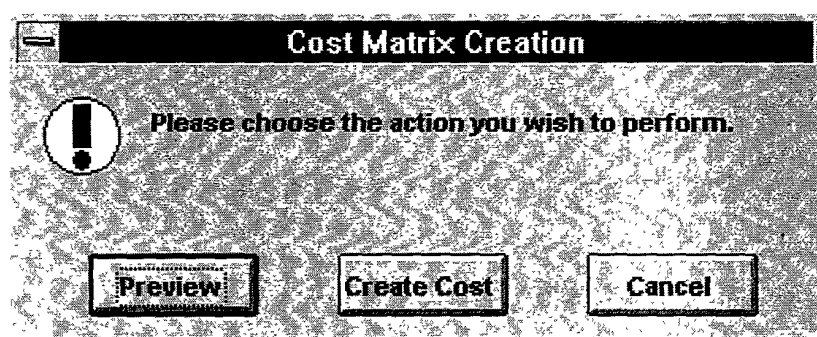


FIG. 222

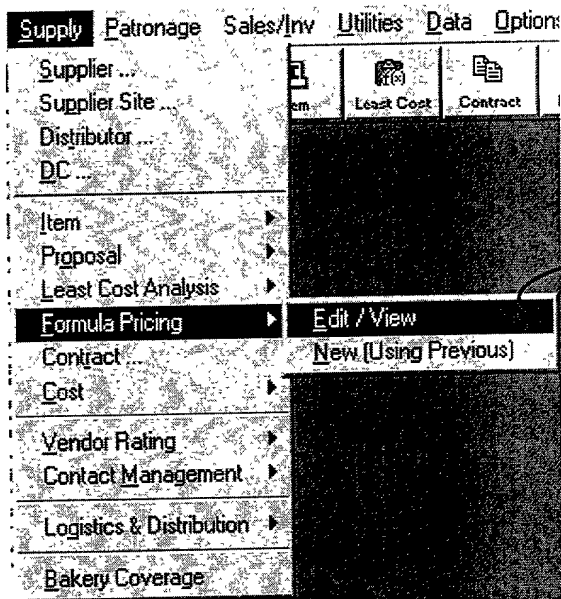


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

| Date     | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 55%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 90%<br>LEAN YW | FRZN<br>DOM 90%<br>LEAN BL | IMP AUS<br>90% LEAN | Lean<br>Fine Tctr<br>Beef |
|----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|
| 03/23/98 | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7960                    |
| 03/24/98 | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                    |
| 03/25/98 | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                    |
| 03/26/98 | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                    |
| 03/27/98 | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                    |
| 03/30/98 | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                    |
| 03/31/98 | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                    |
| 04/01/98 | 0.8700                  | 0.9200                  | 0.9393                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9840                    |
| 04/02/98 | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                    |
| 04/03/98 | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                    |
|          | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9659              | 0.8760                    |

FIG. 225

22600

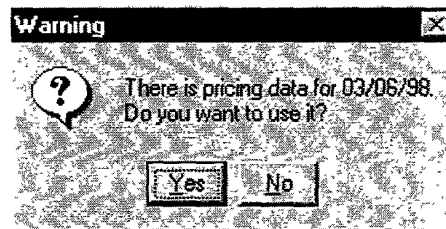


FIG. 226

22700

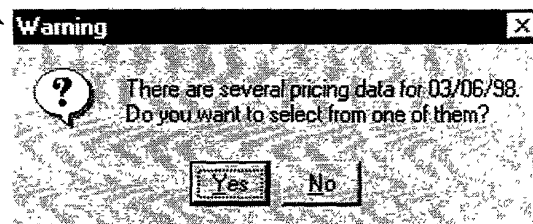


FIG. 227

22800

**Formula Pricing Selection**

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | **Freight** | Formulas | Block Cost | Adjustments

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

23000

| Formula Pricing - BEEF - 77% - 04/06/98 |        |         |        |         |        |          |        |            |        |             |        |        |        |        |        |        |        |
|---|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|--------|--------|--------|--------|
| General Info                            |        | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        |        |        |        |        |        |        |
| Formula                                 | Pct.   | Cost    | Pct.   | Cost    | Pct.   | Cost     | Pct.   | Cost       | Pct.   | Cost        | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   | Total  |
| AFS-1                                   | 0.3120 | 0.2871  |        |         |        |          |        |            |        |             | 0.1880 | 0.2134 | 0.4000 | 0.3524 | 0.1000 | 0.0911 | 0.9840 |
| DIV-1                                   | 0.1400 | 0.1295  | 0.2000 | 0.1949  | 0.1400 | 0.1368   |        |            |        |             | 0.2000 | 0.2190 | 0.3200 | 0.3139 |        |        | 0.9941 |
| GS-1                                    | 0.3270 | 0.3042  |        |         |        |          |        |            |        |             | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1                                   | 0.2414 | 0.2200  |        |         |        |          | 0.2179 | 0.2028     | 0.2179 | 0.2153      | 0.2179 | 0.2386 |        |        | 0.1050 | 0.0956 | 0.9721 |
| SER-1                                   | 0.3290 | 0.2926  |        |         |        |          |        |            |        |             | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1                                   | 0.3090 | 0.2768  |        |         |        |          |        |            |        |             | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0996 | 0.9916 |
| WHI-1                                   | 0.3250 | 0.2958  |        |         |        |          |        |            |        |             | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1                                   | 0.3325 | 0.2977  |        |         |        |          |        |            |        |             | 0.4675 | 0.5165 | 0.1000 | 0.0986 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
|---------|-------------------|-------|------------|--------|-----------|----------|
| AFS-1   | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | ✓        |
| DIV-1   | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | ✓        |
| GS-1    | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | ✓        |
| S&C-1   | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | ✓        |
| SER-1   | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | ✓        |
| TEX-1   | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | ✓        |
| WHI-1   | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | ✓        |
| WIS-1   | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | ✓        |

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1   | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1   | 0.9941   | 0.9820 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1    | 0.9866   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1   | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1   | 0.9684   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1   | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge        |

FIG. 232

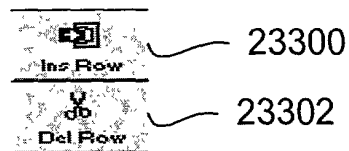


FIG. 233

23400

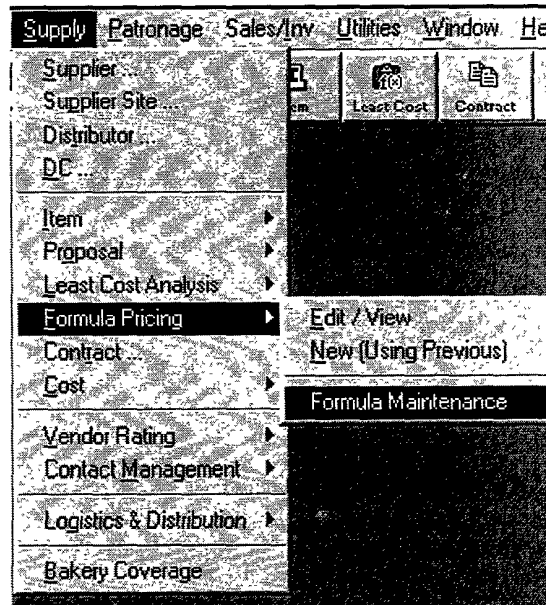


FIG. 234

23500

| Formula Maintenance     |                                      |                                 |            |
|-------------------------|--------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                             | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE                | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH          | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                      |                                 |            |
| Material Type           |                                      | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                      | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                      | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                      | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                      | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                      |                                 | 100.0000%  |

FIG. 235



23600

FIG. 236